

# THE NATIONAL PROVISIONER

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## MARKET FOR COOKING FATS IN SOUTH AMERICA

### Brazil as a Field for Developing Export Trade in This Line

Development of our export business with South American countries has been a trade slogan for some time past, especially since the outbreak of the European war and the consequent opening up of much larger opportunities for doing business with those countries, which formerly traded largely with England, Germany and other European countries.

In the field of meat products South America has resources sufficient for itself in most regards, although the market for many finished products might be cultivated. The cottonseed products trade has turned to South America recently, and largely increased exports of cottonseed oil to that part of the world have followed.

The Federal Department of Commerce is endeavoring to stimulate export trade interest everywhere, and to furnish all possible information. Recently the subject of a market for cooking fats in South America has been taken up, and an interesting series of reports made available to the trade.

The first, dealing with Argentina, appeared in a recent issue of The National Provisioner. The second, relating to Brazil, is given here. Vice Consul-General Burnell writes from Rio de Janeiro:

The cooking fats sold to the retail grocer in Brazil are lard, salted pork, and a very cheap grade of butter. There are no statistics available showing the proportion of the trade that each enjoys, but lard predominates, salted pork is next in importance, and comparatively little butter is used as a cooking fat. Bakers use principally lard and butter. There are no manufacturing industries that use cooking fats.

About 95 per cent. of the lard used in Brazil is of domestic manufacture, being produced in the Southern States, principally in Rio Grande do Sul and Santa Catharina.

#### Lard Imports and Prices.

The following statistics show the quantity and value of the imports of lard into Brazil during 1912 and 1913, by principal countries of origin and principal ports of destination:

	Total.	Countries of Origin.		
		United States.	Argentina.	Portugal.
1912:				
Pounds.....	756,688	598,491	97,660	37,115
Value.....	\$111,526	\$92,275	\$8,441	\$8,215
1913:				
Pounds.....	972,739	574,282	113,324	54,258
Value.....	\$147,546	\$92,160	\$9,592	\$14,381

(Ports of Destination.)  
Rio de Janeiro. Manaos. Para.

1912:			
Pounds.....	56,068	212,144	301,656
Value.....	\$8,572	\$34,640	\$46,107
1913:			
Pounds.....	274,782	210,544	283,942
Value.....	\$41,720	\$37,042	\$48,700

Domestic lard is sold by the jobber at an average price of 14.7 cents per pound. It retails at an average of 17.2 cents per pound. American lard sells at 29 cents per pound wholesale, in 40-pound barrels. Its principal sale, which is to bakers, in the original containers, averages 25.7 cents per pound.

All the salted pork, which is very fat, used here for cooking purposes, is produced in the State of Minas Geraes, Brazil. It sells at 11 to 15.9 cents per pound wholesale and retails at 14.7 to 18.4 cents per pound.

The butter used for cooking is of the cheapest grade, and is generally regarded as unfit for table purposes. Often it is cheaper than lard, and its price is probably the greatest incentive for the use to which it is put. It comes from the State of Santa Catharina. This butter sells at 18.4 cents per pound wholesale, and retails for 22 cents per pound.

Cooking fats are sold by the manufacturers in other parts of Brazil to large wholesale grocery houses in Rio de Janeiro, which purchase 10,000 or 20,000 cases of lard at a time.

#### The Market in Northern Brazil.

Consul P. Merrill Griffith, of Pernambuco, writes from that port as follows:

The principal cooking fats on the market in this city are butter, lard, olive oil and oleomargarine, the first two being used extensively.

During former years, butter in considerable quantities was imported from Europe and the United States, chiefly from Denmark, which country still retains the lead. The dairy industry in southern Brazil, however, has grown so rapidly that today the greater proportion in use here is supplied by the native factories in Minas Geraes and Rio Grande do Sul. This domestic butter comes in cans of one-half kilo (1.1 pounds) each. The quality is good and it retails ordinarily at 60 cents per can, whereas imported butter retails at 87 cents per can of the same weight. Imported as well as domestic butter is marketed through the wholesale trade. On the imported article a duty of 29 cents per pound, including surtaxes, is levied.

Formerly a substantial quantity of oleomargarine was imported into this country, chiefly from France, under the name of butter, but this method of sale is now prohibited by law. If any substitute for butter is imported it has to be marked as such and a duty is charged amounting to 67 cents per pound, including surtaxes. The tare allowance for both butter and margarine is 40 per cent. if shipped in earthenware jars and 30 per cent. if shipped in barrels.

Of all cooking fats, lard of domestic manufacture is used most generally in bakeries, manufacturing concerns, hotels and private families, inasmuch as the quality is fair and it retails at 9.8 cents per pound. Most of the lard imported comes from the United States. The duty is 5.8 cents per pound, including surtaxes, 35 per cent. of which is required to be paid in gold. If it is imported in barrels, a deduction of 20 per cent. is allowed. The retail price of lard imported in cans is about 18.4 cents per pound.

Olive oil, which is used to a limited extent in cooking, is imported from Europe and the United States. The duty is 7.7 cents per pound, including surtaxes, 35 per cent. of which is required to be paid in gold. A deduction of 20 per cent. is allowed if the oil is imported in barrels. It retails for about 68 cents per small bottle.

The amount of lard, butter and oil imported from the United States is small, but the demand is steady, and there should be an opportunity for American manufacturers and exporters to extend their trade in these lines.

Consul Robert Frazer, Jr., at Bahia, writes as follows:

The only cooking fat used in this district, except fresh pork fat, is lard, nearly all of which is manufactured at Rio Grande do Sul, Porto Alegre, and Blumenau, where there are large packing industries. A small quantity of American lard is imported for the use of bakers and confectioners. It is shipped in barrels of 22 kilos (48.4 pounds), and its consumption is increasing in spite of its costing more than the domestic product. American lard costs the wholesaler, duty paid, 23 to 26 milreis (\$6.21 to \$7.02) per 22 kilos. He sells to the retailer at \$6.75 to \$8.10, and the latter to the consumer at about 54 cents per kilo (24.5 cents per pound).

#### Cottonseed Oil Mills in Brazil.

Domestic lard comes in cases of 60 kilos (132 pounds), containing either 1, 2, 5, 10 or 20 kilo tins, the whole case, however, always weighing 60 kilos. The price per case to

wholesalers fluctuates between the somewhat wide extremes of \$14.85 and \$20.35. These sell at an advance of \$2.70 to \$4.05 per case, the price to retailers today being 72 milreis (\$19.44). The plain pork fat used largely for cooking in private houses costs the consumer 40 to 54 cents per kilo (18.1 to 24.5 cents per pound).

Neither cottonseed nor olive oil is used in cooking. There are cottonseed oil mills in Brazil, but their output is employed for other purposes. Olive oil is used generally on the table, and only fair to good qualities are imported. It comes principally from France, and to a small extent from Portugal. It costs the importer an average of 54 cents per quart, in tins of 1, 2 and 5 quarts, and is sold to retailers at 62 to 68 cents per quart. No patented or artificial cooking fats are known on the Bahia market.

Consul Maddin Summers, of Santos, writes as follows:

Lard from the State of Rio Grande do Sul appears to be practically the only cooking fat used in this district. This lard is packed in tins of 1 and 2 kilos (2.2 and 4.4 pounds), and is shipped generally to jobbers, who pay approximately 15 cents per pound landed in Santos or Sao Paulo. They in turn sell to the retailer at about 22 cents per pound, and the lard reaches the consumer at about 25 cents.

The United States at one time enjoyed a fair business in this commodity, but it would probably be difficult to regain the trade on account of the increased domestic supply. An imitation butter might find a good sale on account of its price, in competition with imported butter.

The best way of introducing this would probably be to appoint some importer or jobber for this district, preferably in Sao Paulo, who would be sole agent. It would doubtless be necessary for the manufacturer to share the expenses of advertising, give 90 days' dating on invoices, or make a few small trial shipments on consignment.

The following figures show the value of the imports of butter through this port for the calendar year 1913: From Denmark, \$27,310; France, \$49,671; Netherlands, \$1,919; Norway, \$554; other countries, \$1,763; total, \$81,217.

#### SHOULD BUY POULTRY UNDRAWN.

The poultry handling specialists of the United States Department of Agriculture are urging housewives to buy their poultry undrawn and with their heads and feet still on. An undrawn chicken, they say, and every butcher knows and always has known, shows its lack of freshness and its unfitness for food much more clearly than does a fully dressed bird, in the dressing of which certain significant signs can easily be removed by the crafty poultry dresser.

Moreover, by actual government tests as reported in circular No. 70 of the Bureau of Chemistry, fully drawn poultry with head and feet removed decomposes the most rapidly, while undrawn poultry keeps much better than does poultry either wholly or partly drawn. This is because once a chicken is opened for cleaning, the delicate tissues in it are open to the bacteria of the air, which multiply very rapidly and soon destroy the flavor of the chicken, even if they do not bring about actual putrefaction. The undressed chicken is

far less likely to be contaminated in this way, as the outer skin is a protection to the inroads of such bacteria.

When the feet of chickens are removed, the housewife loses one of the easiest methods of determining whether the bird is young or old. Young chickens have smooth, clean feet and shanks. Old birds have scaly, rough legs and buttons or spurs. The head of a dead chicken that is not fresh will show a greenish color below the bill, sunken eyes, and a darkening or discoloration on the neck, all of which indicate decay.

The housewife should require that the entrails of a chicken be not drawn, or at least have the butcher draw them in her presence. Moreover, the entrails of a chicken often show diseased conditions that are not evident after the bird is fully drawn. The appearance of the entrails will help her tell whether the chicken is fresh and whether it has been properly handled.

Entrails in a good chicken should be almost empty, round, firm in texture, and showing little red veins here and there. If the intestines are full, the bird was not starved for twenty-four hours before killing, as it should have been, or else sand was fed to it to increase its worth and work a fraud on the buyer. If the animal heat was not removed quickly and completely the roundness of the intestines will be lost and the folds of the intestines will stick together. There will also be an undue amount of sliminess and an unpleasant odor which is not found in a properly chilled bird.

There is, of course, always some odor when the body cavity of the bird is opened, even if it is just killed, but this odor is quite different from the pronounced smell which comes with decay. An unscrupulous dealer cannot foist bad birds on the housewife who dresses the chickens herself and knows how to interpret what she sees and smells.

The skin of the chicken will tell the housewife whether the bird has been properly "dry" picked and "air chilled" or whether it has been "scalded" in order to remove the feathers. The skin of a dry-picked chicken is flexible, translucent, with the feather papillae plainly visible and contains short hairs which have to be removed by singeing. If a chicken has been scalded, the skin is hard, thick, close to the muscles underneath and almost free from these hairs.

The skin of a dry-picked chicken which has been chilled in water has lost the powdery look which is characteristic and is shiny, thicker than when air-chilled, and it is scarcely possible to see the pink muscles underneath as one should be able to do. Housewives should get a dry-picked chicken when they can, because any wetting of a chicken, and especially scalding, lessens or destroys the delicate flavor of the meat.

Following are the directions given by the poultry dressing specialists of the Department for drawing a chicken at home:

(1) Hold the chicken by the legs and run it quickly over the flame from a loosely twisted lighted newspaper, which for safety may be laid in a coal bucket or ash tray. This will remove the fine hairs. Remove any pin feathers with the aid of sharp small knife blade. The charred hair may be washed off later.

(2) Cut off the legs well below the knee joint. If the legs are cut above the knee joint, the flesh on the drum stick will be pulled back from the end.

(3) Cut the head off, leaving as much of the neck as possible, then push the skin of the neck back and cut the neck off quite close to the body. The envelope of the remaining skin gives the bird a neater appearance. The neck bones with the adhering meat make a valuable addition to the giblets. The gullet and windpipe are of course on the neck and must be pulled away.

To remove the entrails, make an incision about 2½ inches in length across the abdomen and as close to the vent as possible. In making this incision be careful not to penetrate the intestine. Slip the fingers in first, and gradually insert the whole hand through the slit into the body cavity. Work the viscera loose from its attachments by sliding the fingers over the inner surface of the body walls. In this way, after a little practice, the viscera can be removed quickly and easily. The lungs will almost invariably tear, leaving shreds sticking to the back. These and the kidneys of the chicken, which are two long, dark red bodies lying each side of the backbone and firmly fastened, should be removed in pieces. The rest of the viscera, including the crop, which lies far front and just under the skin of the breast, when loosened will come out in a mass through the incision. The intestine is still attached to the bird at the vent. To separate it cleanly, the tube should be picked up just as close to the vent as possible and its contents pushed well back from the vent. Then cut closely around the vent, holding the intestine tightly between the fingers to insure cleanliness. Run a stream of water through the slit into the body cavity in such wise that it flows out through the vent and cleans the short piece of intestine still remaining. Then cut both vent and intestine away, leaving a neat round hole no larger than is necessary.

To prepare the giblets, detach the heart, liver and gizzard, taking great care not to break the little green gall bladder attached to the liver, which contains a very bitter liquid which, if allowed to escape, will give flavor to giblets and gravy. This gall bladder is so close to the liver tissue that some liver must be cut away to be on the safe side. The color of a healthy chicken liver may vary from yellow to dark red. To prepare the gizzard, hold it with the thin edge toward the palm of the hand and make an incision the whole length along the thick side, being careful to merely cut through the muscle, but not into the inner sac. Then open the gizzard as you would a pocketbook, and remove the inner sac without breaking it.

Finally, wash the chicken and giblets in clean, cold water, but do not let the chicken soak in the water, because the finest flavor of the meat and much nutritive material are dissolved in the water.

Once the chicken is dressed and washed, put it at once in the coldest place available and keep it there until it is time to put it on the fire. The best way is to dress it just in time to go into the stove.—American Food Journal.

Is there something you want to know badly, that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.

## GEORGIA COTTON SEED CRUSHERS' CONVENTION

### Largest and Most Successful Meeting is Held at Tybee Island

(Special Correspondence of The National Provisioner.)

The eleventh annual convention of the Cotton Seed Crushers' Association of Georgia was held at Tybee Island, Ga., on June 14, 15 and 16. The attendance was the largest in the history of the Association and the entertainment features the most elaborate and enjoyable. The business sessions were also the most interesting. The Association elected the following officers for the ensuing year:

President, E. C. Ponder, Rutledge, Ga.

Vice-president, Henry C. Brown, Augusta, Ga.

Secretary and treasurer, E. P. Chivers, Atlanta, Ga.

Strong resolutions protesting against the alleged practice of England in stopping shipping between this country and neutral countries were adopted by the association. Copies of the resolution will be sent to the Georgia congressmen and senators urging them to have President Wilson dispatch a note to England and other countries demanding that neutral shipping be respected.

Retiring President McCarley was presented with a solid silver water set as the gift of the association, the speech of presentation being made by Henry E. Watkins of Atlanta, to which President McCarley replied most feelingly.

At the opening session Hon. C. M. Raphun, of Savannah, presided, and following the invocation by Rev. Rockwell Brank, Mr. Raphun introduced Hon. J. M. Dixon, mayor of Tybee Island, and Mayor Richard J. Davant, of Savannah, each of whom extended a most cordial welcome to this famous island, a seaside resort, and also to the leading Georgia seaport.

#### Response to Welcoming Address.

John T. Dennis, Jr., of Elberton, received a big ovation when he had concluded his brilliant address in response. Mr. Dennis said in part:

In attempting to respond to the addresses of welcome in behalf of the Cotton Seed Crushers' Association of Georgia I am deeply conscious of my limitations. If I were properly equipped, instead of wearying you with a jargon of words, I would show our gratitude in a more material and befitting way. I would honor you in the manner accorded the Prophets of Israel and anoint each of your devoted heads with a cruse of oil.

It may interest you to know that this is our first meeting at a Georgia seaside resort, and I voice the sentiments of my associates in saying that our hearts swell with pride as we look about and realize that this island is a part of our native state. Our situation here reminds me of one of the delightful legends of the Iliad. While Ulysses was wandering over the sea, on his long journey from Troy to his kingdom of Ithaca, he came with his followers to the land of the Lotus-eaters. They were royally entertained by the inhabitants. They partook of the native food, the lotus plant, and immediately became enamored of their hosts. They lost all thought of home and longed to end their days in the alluring land. It was only by main force that the crafty Ulysses lashed his sailors to their ships and proceeded on his eventful voyage. If we return to our homes at the appointed time, after partaking of your food and tasting of the wines of your vintage, our resourceful pilot, Mr. Fred Robinson, who pointed the way to your enchanted island, must bind us and carry us captive to his cars.

The city of Tybee and the city of Savannah are so closely associated, though separated by

miles of land and water, I take it for granted that their interests are almost identical. In passing through the city of Savannah, I was impressed with its progress and beauty. I saw semi-tropical vegetation twining its garlands among the boughs of the majestic trees. One hailing from the hills of northeastern Georgia is constrained to think that here, near the coast, Nature has declared a holiday and decorated her leafy banners to celebrate the union of the land and sea.

I saw further evidences of the fact that you do not put your trust alone in material things. You hold in sacred reverence the names of the illustrious men, who have given their lives to the defense and maintenance of our liberties. You have reared monuments and shining shafts to General Nathaniel Greene and Count Pulaski, the Polish patriot. It is fitting that you should give these expressions, mute as they are, of your admiration to these men and



E. C. PONDER, Rutledge, Ga.  
President Ga. Cotton Seed Crushers' Association.

hold them up before your people as examples worthy of their emulation. It may be a passing fancy, but methinks the people of Georgia exhibit in their lives the virtues and accomplishments of the illustrious men for whom their respective counties are named. In Fulton, I see a people inured to progress and the genius of invention. In Oglethorpe, I see a people great of heart and as unselfish as the General, who founded in your midst an asylum for the poor and the oppressed. In Putnam, I see a people brave and patriotic as old Israel Putnam, and here, in the county of Chatham, I see in the lives of your people those sturdy qualities of mind and heart, those superior abilities that made brilliant the life of the great English orator and statesman, the Earl of Chatham.

In passing through Savannah I was impressed, too, with the mighty flood of your river that crept almost silently and reverently to the sea. I could not but wonder if this was the same Savannah that flows riotously by my county of Elbert. There it rushes by in foaming cataracts, maddened that its potentialities should be dissipated among the rocks and shoals. You have learned the usefulness of this stream, and it bears on its bosom, in quiet dignity, your argosies to the sea.

You do well to laud Savannah as our leading seaport, where the products of oil soil and factories, our cotton, cotton oil, meal and lint are gathered into the holes of merchantmen from afar and sent over the seven seas.

Your importance as a seaport is to be magnified by coming events. The Panama Canal is to give a powerful impetus to the commerce of Southern seaports. The opening of this marvelous waterway marked an epoch in the

progress of our country. The significance of this event was dimmed by the commencement of hostilities in Europe. It requires no flight of the imagination to understand that the shortening of the distance from Savannah to Hong Kong and Honolulu by thousands of miles puts our products into the markets of the Orient in competition with those of the nations of Europe.

Moreover, it has moved your seaport next door to the vast untouched markets of the Western coast of South America. The opportunities here are great and demand the attention of our most astute business men and financiers.

The time has passed when we can maintain our trade balance without serious scientific and persistent effort. Yesterday our marvelous natural resources brought into our country a stream of gold, regardless of expensive methods of manufacture and marketing. But this golden age will soon be a thing of the past. The vast herds of cattle that once roamed the plains of the West are following in the wake of the buffalo. Our primeval forests have fallen before the axe and the saw in a wasteful manner. In the oil regions of Pennsylvania, gushers that once poured forth liquid streams of wealth are dry. Our coal fields, those vast subterranean forests of ages past, are being rapidly exhausted and yearly require more expensive methods of mining.

If America is to maintain its pre-eminence in its overseas trade and compete successfully with the cheap labor of Europe and Asia, it is necessary that we have a merchant marine, flying the American flag to carry our products and merchandise into every port of the world. It is an economic crime that this country, with the greatest foreign commerce of any of the nations of the earth, should carry only 10 per cent. of its tonnage in American bottoms. It is a fact, and one calculated to wound the pride of any patriotic American, that during the year 1913 not a single vessel flying the stars and stripes entered the great port of London.

I submit it to you as a reasonable proposition, without fear of contradiction, that so long as our exports are carried in English, Dutch, French or German vessels our goods will be placed at a disadvantage in competition with the goods of these countries. It is, moreover, a fact that so long as our shipping facilities to South American ports are so negligible that our consuls and accredited ambassadors must go to Europe to get comfortable passage to Brazil and to the Argentine, we are in no position to capture the trade of the rich Republics of South America.

I trust I may be pardoned in this digression, for I am bringing to your attention a question that concerns not only your immediate section and the Cotton Seed Crushers' Association, but it is one that strikes at the very heart of the prosperity of the South. The price which the farmer will receive for his cotton and his cotton seed is determined by the amount of cotton and cotton seed products exported to foreign countries, and he will never prosper, if he is to be taxed an ocean freight of \$15 per bale on his cotton and \$15 per ton on cotton seed meal from Savannah to European ports.

I believe the business interests of this country should express themselves on this subject and give our representatives in Congress to understand that this is a question that we desire solved in a sane and businesslike way, without further delay, and that we consider the building and launching of an American ship to be vastly more important than the building of imposing postoffices in provincial towns.

In closing allow us to reciprocate your welcome and invite you and your people to attend our deliberations, which are open to the public. We are here to discuss the many phases of our business, and the problems that confront us. We seek to improve our methods of marketing and to obtain better results in our mills. If we can succeed in obtaining from the raw product an increase of one gallon of oil per ton of seed worked, we will add more than two million dollars to the wealth of our

(Continued on page 26.)



## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### A TANKWATER TABLE.

A subscriber in the West asks this:

Editor The National Provisioner:

Please furnish us with a tank water table showing percentage of solids at given degrees Beaumé. Would prefer this in tabulated form, if you can oblige us.

The table you ask for is as follows:

Deg.	Per Cent.	Per Cent.	Weight of	Weight of
Baumé	Solids	Water	Cubic Feet	Gallon
1	1.60	98.40	62.1364	8.30150
2	3.60	96.40	62.4600	8.34477
3	5.65	94.35	62.7906	8.36805
4	7.73	92.22	63.1075	8.43124
5	10.02	89.98	63.4314	8.47453
6	12.19	87.81	63.9139	8.53966
7	14.42	85.58	64.4065	8.60480
8	16.71	83.29	64.8934	8.66985
9	19.06	80.94	65.3754	8.73499
10	21.47	78.53	65.8700	8.80012
11	23.62	76.38	66.3935	8.87024
12	26.20	73.80	66.9185	8.94040
13	28.63	71.37	67.4440	9.01062
14	31.10	68.90	67.9690	9.06076
15	33.81	66.19	68.4940	9.15090
16	36.08	63.92	69.0515	9.22537
17	38.57	61.43	69.6096	9.29985
18	40.91	59.69	70.1650	9.37433
19	43.69	56.31	70.7238	9.44880
20	46.26	53.74	71.2816	9.52328
21	49.00	51.00	71.8850	9.60393
22	52.20	47.80	72.7090	9.68449
23	55.26	44.74	73.0916	9.76514
24	58.38	41.62	73.6953	9.84580
25	61.36	38.44	74.2990	9.92644
26	64.54	35.46	74.9481	10.0130
27	67.58	32.42	75.5992	10.1002
28	70.65	29.35	76.2490	10.1870
29	73.75	26.25	76.8995	10.2739
30	76.89	23.11	77.5491	10.3607
31	80.06	19.94	78.3503	10.4627
32	83.29	16.71	78.9414	10.5467

To get the weight when temperature is increasing or decreasing, for each ten degrees, multiply by the following factors:

Increasing temperature, .99034; decreasing, 1.00271.

150 degrees Fahrenheit taken as standard.

Weight of 1 cubic foot of water at 60 degrees Fahrenheit taken as standard, 62.4245 lbs.

Weight of 1 gallon of water at 60 degrees Fahrenheit taken as standard, 8.34 lbs.

Weight of cubic foot and weight of gallon copied from old table.

## The Tenth Annual CONVENTION

of the

## American Meat Packers' Association

will be held at

## ST. LOUIS

on

## October 11, 12 and 13

## WILL YOU BE THERE?

### FIGURING THE VALUE OF THE HOG.

A reader in the northwest writes as follows:

Editor The National Provisioner:

I have read in your valuable paper a little article regarding the percentages of the various cuts of meat from a hog. I am aware, of course, as the article stated, that they can be varied as conditions change, but I am wondering if it isn't possible to get an average on the yield.

Also, I would like to get a table of the various by-products; a table computed so as to show the amount produced by each hog of, say an average of 200, or 250 lbs., and

what the value of it would be at the market.

If I make myself clear, what I want is a table, a comprehensive one, that will show just what an American hog is worth in good American dollars when all has been extracted from him by the splendid, "everything-utilizing" methods used in our best, up-to-date American packing plants.

What a hog is worth in good American dollars, all products and by-products included upon what the hog costs alive, cost of production of material, etc., and prices obtainable for products and by-products. A fairly accurate average might be compiled of the weights of the various products per hog, and the same figured at current prices, to arrive at the value of these products per hog. Costs, however, cut a big and varied figure in arriving at net values. To give you what you ask for would almost require writing a book.

### NEW PATENTS.

Among patents recently granted by the United States Patent Office at Washington is the following for a process for making cottonseed flour:

1,142,243. Process of treating cottonseed meal, cottonseed meats, and cottonseed flour. Jesse G. Falls, Memphis, Tenn. Filed August 23, 1913. Serial No. 786,279.

1. The process of treating cottonseed meats, cottonseed meal, or cottonseed flour to produce a palatable food product, which consists in subjecting said meats, meal or flour to a high temperature sufficient to remove the disagreeable odor and flavor thereof, substantially as described.

2. The process of treating cottonseed meats, cottonseed meal, or cottonseed flour to produce a palatable food product, which consists in subjecting said meats, meal or flour to a temperature sufficiently high to remove the disagreeable flavor and odor of same, substantially as described.

3. The process of treating cottonseed meats, cottonseed meal, or cottonseed flour which consists in first subjecting the meats, meal or flour to a high temperature sufficient to remove the disagreeable flavor and odor of the meats, meal or flour to as great an extent as possible without burning same, and then using same with other food substances to form a food product, substantially as described.

## Built for Repeat Orders—Not for Price

Satisfactory service for a period of more than 20 years is the splendid record of many Swenson evaporators in American packing houses and glue and rendering establishments. The results have made so much money for their owners that more than 225 Swenson evaporators are now in operation in these plants. More than half of our business at present is made up of these repeat orders from satisfied customers.

The Swenson is not the cheapest evaporator on the market, for many of the parts are made of materials much more expensive than used in other evaporators. Cheaper materials have been tried, and abandoned because they would not stand the constant heavy service for which Swensons are designed. Our copper tubes cost more than steel or charcoal iron, but they are cheaper in the long run, because they last so much longer.

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# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association

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## THE MEAT SITUATION

There are bears and bulls in the future provision market. Each has his argument, and figures to support it. But to the observer on the outside the prospect as regards the general meat supply situation has but one aspect. A Chicago livestock authority makes the plain prophecy that a beef scarcity is certain and that the stock of cured hog meats now lying in Western packing cellars "constitutes the only visible supply of cheap meat on this mundane sphere."

This same commentator calls attention to the fact that last month, for the first time in trade history, stock cattle outsold fat cattle on the Western markets. This can mean

nothing else than a scarcity of beef material. The official figures show the tremendous decrease in the marketing of sheep and lambs during the past year, a condition resulting from the fear of results of free wool in the tariff law. Both beef and mutton are scarce, and indications are that they are growing scarcer.

In Australia the Imperial Government has taken possession of the beef supply, as well as the mutton supply. Most of the South American production is going to fill European war needs. Beef production elsewhere amounts to little, and the same condition will exist for years to come. What threatened to be a strong foreign competition on the American beef market has almost entirely disappeared. On the other hand, we are exporting large quantities of our own beef in response to urgent foreign demand.

As has been said, it is fortunate that we have our hog resources. Pork production can be quickly developed. It is now at a high mark in this country, and may go higher. But what if it does? We shall need every pound of pork produced, and what we don't need the world will take from us eagerly. A pork production that in other days would have demoralized the market and the trade apparently is to have no such effect today. There is a world meat scarcity, and the American hog may save the situation.

## MEAT AND PTOMAINES

This is the time of year when stories of so-called ptomaine poisoning begin to appear in the newspapers. And it is noticeable that the majority of these reports attribute the trouble to "diseased" meat or other food product. It is true that public education has caused newspaper writers to be somewhat more cautious about blaming food packers for all cases of hot-weather illness, but the amount of ignorance on this subject is still colossal.

It has always been contended by food authorities that most of this trouble was due to carelessness or insufficient keeping facilities in the household. Improper handling, dirty ice boxes or insufficient cooking usually have been the real causes of these ptomaine troubles. Sometimes the spoiled food is the fault of the dealer, but in nine cases out of ten the trouble lies in the kitchen or ice box.

The Federal Department of Agriculture now comes out with a seasonable word of advice to housewives as to the guarding of meats and other foods from the heat. The government flatly declares that "much sickness that is popularly ascribed to ptomaine poisoning or to bad food in general is really caused in some such way as this. The meat in itself is perfectly wholesome, acting merely as a mechanical carrier for the germs which cause the trouble."

Ice and cleanliness are two great weapons

of defense against this trouble with meat and other foods. Refrigerators must be kept clean; occasionally washing them out does no good. Improperly kept refrigerators are great germ-breeders. The government gives some good hints along this line, which dealers should call to the attention of every customer who is a housekeeper.

Flies are another source of danger. Meats must be kept screened from flies, and this means at home as well as in the shop. Filth is also carried by dust, and clean hands are important in handling meats and other foods, not only in the store but also in every household operation connected with cooking and serving.

How many housewives or servants are particular to keep their hands properly clean when handling food or meats for the table? The government circular calls attention approvingly to the rule posted in many packinghouses which compels every employee leaving the room for any purpose whatever to wash his or her hands thoroughly before returning to work. It is safe to say that this primary rule of cleanliness is neglected a thousand times oftener in the kitchen than in the meat or food plant or shop.

Another vicious household habit, which has killed its hundreds, is that of keeping canned goods in the cans after opening. Nothing is more conducive to the development of ptomaines. Meat or other products should be removed from the cans as soon as opened, and if held for later use should be kept in earthen or glass receptacles, in a cool place, and protected from flies and dust.

Observance of these and other precautions would reduce to a negligible quantity the number of summer ptomaine cases we hear about. The government takes the lead in this commendable campaign of education, and it should enlist every meat dealer as a missionary to preach this gospel of cleanliness and care in handling food products in the home.

## HONEST WEIGHT AGITATION

This was "honest weights and measures week" in New York, and it was very generally observed in a programme prepared by Commissioner Joseph Hartigan of New York. Monday was children's day, Tuesday was tradesmen's day, Wednesday was manufacturers' day, Thursday was consumers' day, Friday was homemakers' day and Saturday was civic day. The plan to interest the public at large in honest weights and measures was well conceived and Commissioner Hartigan deserves much credit for the idea and the way it was carried out.

The trade and public officials may have their differences as to methods and details of the enforcement of weight regulations, but there should be hearty co-operation on the main principle, honesty and fair dealing.

## PERISHABLE MEAT PRODUCTS IN HOT WEATHER

### Proper Handling Necessary From Packer to Consumer

By John E. O'Hern, General Packinghouse Superintendent, Armour & Co.

Co-operation more than any other factor makes the road to success. The man does not live in this world who can play a lone hand, or who does not need the assistance and the co-operation of the other fellow to make his work a success.

Once in a while we hear of the self-made man. The fellow who prides himself on having risen from the ranks and made good feels that he owes his success to no individual, but to his own efforts.

Maybe he did not have, as he went through life, all the encouragement he felt he should have, but unconsciously he was absorbing from some other fellow—from his associates about him—knowledge and experience that helped him and guided him in his course through life.

What is true of the individual is true of the product. The operating and manufacturing end of the business may make or produce a splendid high grade article.

If it is a piece of machinery or mechanism of mineral construction adapted for use in filling the wants of certain individuals, there is always a sale for it if the price is anywhere within reason.

#### Co-operation Necessary to Maintain Quality.

However, when we come to a perishable product, something that has its origin in nature and on which we must depend upon the human element to manufacture, to perfect, or to reproduce, we have a different proposition.

In such case it is necessary that not only the manufacturing and operating departments produce an article of the highest standard quality, but that the selling and the distributing departments must work in close harmony and co-operation with the manufac-

turing end. Otherwise the consumer will not have the benefit of the product when it is at its best.

Meat or meat food products owe their superiority and quality first to the grading and selecting of the meats from the dressed carcasses; to the care and handling during the process of dressing, manufacture or curing; to the formula and the method employed; to the refrigeration and general supervision, and to the detailed care that must follow it through every stage, up to the time of shipment.

Products in hermetically-sealed containers seldom if ever change, and the consumer getting this product from time to time can feel with some degree of certainty that the products will be as good as the day they were put up.

#### Perishable and Non-Perishable Meats.

Dry salt meats will keep or carry for a considerable length of time; but people who buy them do not look for that particular quality, such as mild cure and delicate appetizing flavor, that appeals to many of us in sweet pickle and dry salt meats.

It is in the handling of sweet pickle and dry salt that the skill of the operating department is called upon to exercise all the ingenuity and supervision that practice, experience and proficiency can produce.

And what is true of the sweet pickle meats is more especially true of the fresh meats. The slaughtering of the carcass, after dressing, and the finishing and cutting up of the meats for distribution to the trade all require skill, care and attention from the time the animal enters the slaughterhouse until it is packed, ready for shipment.

Here it is that the co-operation on the part

of the branch houses and salesmen enters largely into the business of the packing industry. The operating end of the industry can only bring the product to the point of shipment.

All this care, skill and attention which the meat product requires in the packinghouse is required even to a greater extent after it leaves the packinghouse. The changes in temperature that the product undergoes, the methods of handling, storage room or coolers in which it is carried—all these have a bearing and an influence on the keeping quality and general quality of the product.

#### Co-operation of Manager, Salesman and Dealer.

The branch house manager, by having an experienced man under his supervision giving close attention to the products on arrival at the branch house, watching it while it is in

(Continued on page 43.)

#### TRADE GLEANINGS.

The Eastman Oil Mill, Eastman, Ga., has been purchased by P. J. Hopkins and will be remodeled.

It is reported that a branch house will be established in Winona, Minn., by the Cudahy Packing Company.

The National Society of Equity is reported as considering the erection of a meat packing plant in Green Bay, Wis.

Contract has been awarded by the Columbia Ice Company, Columbia, Tenn., for the erection of a concrete slaughterhouse.

Extensive alterations are being made to the slaughterhouse on the Cobb Road, near River-ton, Portland, Me., owned by Peter Diamon.

It is reported the Southern Cotton Oil Company will spend from \$4,000 to \$8,000 making improvements to their plant at Decatur, Ala.

A company is being organized with a capital stock of \$100,000, by W. B. Weeks for the purpose of establishing a packing plant at Andalusia, Ala.

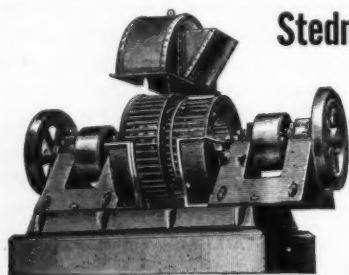
The Enochs-Gist Cattle Company, Plain-view, Texas, has been incorporated with a capital stock of \$40,000 by I. C. Enochs, E. G. Flowers and J. M. Gist.

Plans have been prepared for the erection of a five-story, fireproof hog abattoir for Joseph Stern & Son, Inc., at 630-636 West Fortieth street, New York City.

A four story, 25 x 100 feet, packing house of brick construction will be erected at 41-43 Degraw street, Brooklyn, N. Y., by the International Provision Co. Estimated to cost \$30,000.

The cottonseed oil mill of the Blich-Ellis Manufacturing Company in Statesboro, Ga., has been purchased by R. L. McMath and others of Americus, Ga., and extensive alterations will be made.

The Hughes-Curry Packing Co., Anderson, Ind., recently incorporated with a capital stock of \$30,000, will add two new buildings to its plant on West Eighth street, doubling the capacity of the plant. Estimated cost, \$5,000.



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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Provisions Decline—Liquidation Active—Stocks Heavy—Packing Continue Large—Distribution Unsatisfactory—Home Demand Fair.

The provision market has broken heavily the past week, pork showing a loss from the high of the month of 165 points, and lard a loss of 72 points. The decline uncovered a good many stop orders and the losses at the close of last week and the beginning of this week were pronounced. The decline in the market was ascribed by a good many to the large stocks, indifferent distribution, relatively small exports and the continued large packing returns. The market on Wednesday showed some rally accompanied by reports that there would be some opportunity for better export business. This claim was based on prediction that the British Government would change its policy regarding the admission of lard and meats into Germany.

Not a great deal of confidence was placed in this claim nevertheless it had some effect on values, particularly as the short interest seemed to be fairly liberal and prices rallied quite easily. The semi-monthly statement of product stocks issued this week showed further accumulations of lard and ribs, although the stock of pork showed a slight decrease. The mid-month total compared with last year follows:

	June 15, '15.	June 15, '14.
Pork, new, bbls.....	61,382	26,883
Pork, old, bbls.....	6,938	.....
Pork, repacked, bbls...	1,636	.....
Lard, new, tes.....	220,070	152,880
Lard, old, tes.....	.....	7,009
Ribs, lbs. ....	42,550,555	14,119,237

Stocks on May 31 with comparison were as follows:

	May 31, '15.	May 31, '14.
Pork, new, bbls.....	61,180	21,825
Pork, old, bbls.....	7,326	.....
Pork, repacked, bbls...	2,287	.....
Lard, new, tes.....	195,431	143,059
Lard, old, tes.....	.....	7,759
Ribs, lbs. ....	41,487,380	14,115,715

The weather conditions had some influence on the market this week due to the fact that the sharp rally in corn led to some fear that the corn crop would be damaged and therefore feed prices would not be as low this season as had been hoped for in view of the very promising early conditions for the feed stuffs crop. The outlook is very favorable, however, outside of corn, but the cold rain weather has caused quite a little apprehension in a number of the leading states. A week of warm dry weather would undoubtedly put an entirely different aspect on the crop situation.

There have been some reports regarding the probable supply of hogs next fall based on this spring's pig crop. A statement by a western authority places the percentage of young pigs in the leading states based on a condition of 100 representing last year as follows: Ohio, 94; Indiana, 99; Illinois, 97; Missouri, 91; Iowa, 101; Minnesota, 96; North Dakota, 108; South Dakota, 94; Nebraska, 91; Kansas, 88; Oklahoma, 93.

If this statement is a correct indication

of the probable supply it would give promise for a marked falling off in the number of hogs which would be available next fall and winter and points to a considerable decrease in the packing returns for the coming season. As yet the movement of hogs, however, is very liberal. Hog packing for the week ending June 12, 614,000 against 717,000 the previous week and 590,000 last year; indicated total since March 1 8,277,000 against 6,662,000 same time last year.

The receipts of hogs at leading western points for the past week ended Saturday night were 510,000 compared with 479,000 last year and since March 1 the total has been 7,256,000 compared with 6,130,000 a year ago.

The Chicago movement of hog products for the past week showed continuation of fair receipts of meats and lard, while, on the other hand, there were liberal shipments of meats and distribution, but small shipments of lard. In fact the total shipments of lard for the week were 470,000 lbs. less than the receipts so that with the local manufacture there should have been a considerable net increase in the stocks for the week.

The export movement of product was very good again the past week with the total shipments of meats nearly 20,500,000 lbs. and the grand total since November 1 has been more than double a year ago. The total shipments of pork and meats have amounted to 454,581,000 lbs., an increase of 231,505,000 lbs. compared with a year ago. The exports of lard continue light with the total for the week only 6,171,000. The idea is still put forward that the shipments of lard will continue light until the English markets have had time to absorb the large amounts of lard which were seized and resold by the government.

**LARD.**—The market has been dull and lower with trade very quiet at the decline. Export interest is very small and the local trade is without feature. City steam, 8 $\frac{3}{4}$ c. nom.; Middle West, \$9.10@9.20 nom.; Western, \$9.37 $\frac{1}{2}$ ; Refined Continent, \$10.25 nom.; South America, \$10.50 nom.; Brazil, aegs, \$11.50; compound lard, 7 $\frac{3}{4}$ @7 $\frac{1}{2}$ c.

**PORK.**—The market has shown some decline the past week with light trade. The sale of about 1,000,000 lbs. of dry salt bellies was reported recently on private terms for the Belgian relief. Mess is quoted at \$18.50 @19 nom.; clear, \$19.50@21.50 nom.; family, \$21@23.

**BEEF.**—The market has shown some decline, with small local trade. Some accumulation in stock is reported while buying has been in small lots. Offerings to cure are small and the arrivals of Argentine beef has been light. Quoted: Family, \$19.50@20.50 nom.; mess, \$18@18.50 nom.; Packet, \$18.50@19 nom.; extra India mess, \$31@32.

SEE PAGE 29 FOR LATER MARKETS.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported cleared up to May 15, 1915:

**BACON.**—Bordeaux, France, 2,224,730 lbs.; Colon, Panama, 3,500 lbs.; Copenhagen, Denmark, 577,058 lbs.; Coronel, Chile, 1,320 lbs.; Genoa, Italy, 32,622 lbs.; Havana, Cuba, 15,860 lbs.; Hull England, 384,402 lbs.; Kingston, W. I., 1,499 lbs.; Liverpool, England, 3,248,203 lbs.; London, England, 387,600 lbs.; Matanzas, W. I., 12,653 lbs.; St. Johns, N. F., 14,825 lbs.; Santiago, Cuba, 34,358 lbs.; Vera Cruz, Mexico, 1,738 lbs.

**HAMS.**—Accra, Gold Coast Colony, Africa, 11,990 lbs.; Cayenne, French Guiana, 2,921 lbs.; Cienfuegos, Cuba, 9,495 lbs.; Ciudad Bolivar, Venezuela, 865 lbs.; Colon, Panama, 6,450 lbs.; Cristobal, Panama, 1,539 lbs.; Georgetown, British Guiana, 3,356 lbs.; Havana, Cuba, 6,849 lbs.; Hull, England, 180,700 lbs.; Kingston, W. I., 617 lbs.; Liverpool, England, 2,486,799 lbs.; Nassau, Bahamas, 2,088 lbs.; Port Limon, C. R., 1,352 lbs.; Port of Spain, W. I., 3,270 lbs.; St. Johns, N. F., 7,100 lbs.; San Domingo, S. D., 4,730 lbs.; Santiago, Cuba, 4,453 lbs.; Turks Island, Bahamas, 742 lbs.; Vera Cruz, Mexico, 1,737 lbs.

**LARD.**—Accra, Gold Coast Colony, Africa, 9,038 lbs.; Bahia Blanca, A. R., 7,210 lbs.; Bordeaux, France, 44,180 lbs.; Cape Town, Africa, \$5,692 lbs.; Cartagena, Colombia, 56,242 lbs.; Cayenne, French Guiana, 6,900 lbs.; Ciudad Bolivar, Venezuela, 18,783 lbs.; Copenhagen, Denmark, 13,059 lbs.; Coronel, Chile, 55,950 lbs.; Cristobal, Panama, 16,307 lbs.; Havana, Cuba, 7,400 lbs.; Havre, France, 86,310 lbs.; Hull, England, 410,571 lbs.; Liverpool, England 619,399 lbs.; London, England, 28,000 lbs.; Lourenco Marquez, Port East Africa, 10,681 lbs.; Matanzas, W. I., 1,486 lbs.; Nassau, Bahamas, 17,203 lbs.; Newcastle, England, 32,040 lbs.; Payta, Peru, 6,250 lbs.; Port Limon, C. R., 5,589 lbs.; Port of Spain, W. I., 28,554 lbs.; Progreso, Mexico, 10,980 lbs.; Rotterdam, Holland, 313,483 lbs.; St. Johns, N. F., 29,786 lbs.; San Domingo S. D., 26,400 lbs.; Santiago, Cuba, 5,711 lbs.; Tumaco, Colombia, 6,092 lbs.; Vera Cruz, Mexico, 28,283 lbs.

**LARD COMPOUND.**—Aberdeen, Scotland, \$2,223 lbs.; Cienfuegos, Cuba, 67,915 lbs.; Cape Town, Africa, 17,331 lbs.; Cristobal, Panama, 21,375 lbs.; Georgetown, British Guiana, 1,920 lbs.; Hull, England, 69,953 lbs.; Kingston, W. I., 2,000 lbs.; Newcastle, England, 35,000 lbs.; Port Limon, C. R., 2,374 lbs. Port of Spain, W. I., 30,307 lbs.; St. Johns, N. F., 15,455 lbs.; San Domingo, S. D., 1,320 lbs.; Turks Island, Bahamas, 4,255 lbs.

**LARD OIL.**—Genoa, Italy, 78 tes.  
**PORK.**—Cayenne, French Guiana, 14 bbls.; Cienfuegos, Cuba, 7 bbls.; Georgetown, British Guiana, 29 tes., 78 bbls.; Kingston, W. I., 60 bbls.; Liverpool, England, 275 bbls.; Lourenco Marquez, Port East Africa, 10 bbls.; Nassau, Bahamas, 65 bbls.; Paramaribo, Dutch Guiana, 7 tes., 40 bbls. Port of Spain, W. I., 38 tes., 182 bbls.; St. Johns, N. F., 582 lbs.; San Domingo, S. D., 20 bbls.; Turks Island, Bahamas, 8 bbls.

**PORK FEET.**—Havana, Cuba, 25 pkgs.; Liverpool, England, 10 tes.

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**PORK HEADS.**—Cayenne, French Guiana, 16 bbls.; Georgetown, British Guiana, 59 bbls.; Paramaribo, Dutch Guiana, 25 bbls.; Port of Spain, W. I., 102 bbls.

**PORK RIBS.**—Liverpool, England, 45 tes.; Port of Spain, 47 tes.

**PORK TAILS.**—Cayenne, French Guiana, 40 bbls.; Georgetown, British Guiana, 68 tes.; Port of Spain, W. I., 57 bbls.

**SAUSAGE.**—Bordeaux, France, 153 pkgs.; Cristobal, Panama, 482 bxs.; Havre, France, 420 bxs.; St. Johns, N. F., 5 pkgs.; San Domingo, S. D., 170 pkgs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported cleared up to May 15, 1915:

**CURED BEEF.**—Cape Town, Africa, 61 bbls.; Cayenne, French Guiana, 15 bbls.; Coronel, Chile, 7½ bbls.; Cristobal, Panama, 33 bbls.; Georgetown, British Guiana, 38 bbls.; Kingston, W. I., 8½ bbls.; Lima, Peru, 10 bbls.; Liverpool, England, 125 tes., 2 pkgs.; Nassau, Bahamas, 48 bbls.; Paramaribo, Dutch Guiana, 80 bbls.; Port of Spain, W. I., 9 tes., 68 bbls.; St. Johns, N. F., 19 pkgs., 794 lbs.; Turks Island, Bahamas, 7 bbls.

**FRESH MEATS.**—Cienfuegos, Cuba, 15 pkgs.; Cristobal, Panama, 87,410 lbs.; Liverpool, England, 2,254,187 lbs.; Naples, Italy, 44,760 lbs.

**OLEO OIL.**—Aarhus, Denmark, 400 tes.; Copenhagen, Denmark, 1,380 tes.; Liverpool, England, 60 tes.; London, England, 100 tes.; Piraeus, Greece, 250 tes., 40 bbls.; Rotterdam, Holland, 450 tes.; Salonica, Greece, 110 tes.

**OLEO STOCK.**—Aarhus, Denmark, 400 tes.; Copenhagen, Denmark, 330 tes.; Rotterdam, Holland, 700 tes.

**OLEO STEARINE.**—Rotterdam, Holland, 135,218 lbs.

**OLEOMARGARINE.**—Cartagena, Colombia, 1,800 lbs.; Colon, Panama, 2,900 lbs.; Cristobal, Panama, 13,465 lbs.; Havana, Cuba, 1,000 lbs.; Port Limon, C. R., 1,350 lbs.; Port of Spain, W. I., 5,600 lbs.; San Domingo, S. D., 6,346 lbs.

**TALLOW.**—Acajutla, Salvador, 11,889 lbs.; Coronel, Chile, 12,012 lbs.; Havana, Cuba, 40,360 lbs.; Liverpool, England, 94,757 lbs.; Paramaribo, Dutch Guiana, 1,822 lbs.; Port of Spain, W. I., 1,823 lbs.; St. Johns, N. F., 20,000 lbs.; San Domingo, S. D., 30,197 lbs.

**TONGUES.**—Hull, England, 200 es.; Liverpool, England, 291 pkgs.; London, England, 16 bbls. Port of Spain, W. I., 9 bbls.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, June 10, 1915, as shown by A. L. Russell's report, are as follows:

Steamer and Destination.	Oil Coke.	Cottonseed Oil.	Butter. Pkgs.	Bacon and Hams. Boxes.	Tallow. Pkgs.	Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.
Lapland, Liverpool				3992		44		460 2075
Philadelphia, Liverpool				2250			50	
Hurst, Liverpool		250		124				274 400
Den of Airlie, Liverpool				1465		220	25	300 170
Monadnock, London				482			50	15 35
Philadelphian, London				1115				
Samland, London				1134			100	25 1500
Marengo, Hull		125		852				275 3152
New York City, Bristol				1309		100		5275
St. George, Glasgow		400		871		75		250 300
Oscar II, Copenhagen				1150		200		495 3175
Nor, Rotterdam				100				1070 250
Gorredyk, Rotterdam	1783	4300						
Jersey City, Havre		23		663			25	200
Collingham, Havre				50			15	
Sant' Anna, Marseilles		100		419	220	10		1780 5650
La Drome, Bordeaux	2200			2075				225
Espagne, Bordeaux				1648				
Roma, Lisbon								50
Total	3983	5273		19699	220	649	240	4969 24302

**CANNED MEATS.**—Cape Town, Africa, 1,134 lbs.; Cienfuegos, Cuba, 70 es.; Cristobal, Panama, 184 es.; Havana, Cuba, 100 es.; Hull, England, 220 es.; Kingston, W. I., 12 es.; Liverpool, England, 1,530 es.; London, England, 7,500 es.; Lourenco Marquez, Port. E. Africa, 1,095 es.; Newcastle, England, 400 es.; Port of Spain, W. I., 222 es.; San Domingo, S. D., 39 es.

#### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported cleared up to May 15, 1915:

**BUTTER.**—Cartagena, Colombia, 500 lbs.; Cayenne, French Guiana, 2,600 es.; Ciudad Bolivar, Venezuela, 1,450 lbs.; Cristobal, Panama, 12,210 lbs.; Georgetown, British Guiana, 450 lbs.; Havana, Cuba, 626 lbs.; Kingston, W. I., 428 lbs.; Nassau, Bahamas, 2,818 lbs.; Port of Spain, W. I., 1,700 lbs.; St. Johns, N. F., 8,394 lbs.; San Domingo, S. D., 1,626 lbs.; Turks Island, Bahamas, 532 lbs.; Vera Cruz, Mexico, 1,500 lbs.

**EGGS.**—London, England, 50 es.

**CHEESE.**—Colon, Panama, 3,012 lbs.; Havana, Cuba, 3,973 lbs.; Havre, France, 701 es.; Hull, England, 27,236 lbs.; Kingston, W. I., 1,327 lbs.; Liverpool, England, 697,457 lbs.; London, England, 48,706 lbs.; Port of Spain, W. I., 7,448 es.; St. Johns, N. F., 1,636 lbs.; San Domingo, S. D., 7,145 lbs.

#### FOREIGN COMMERCIAL EXCHANGE.

New York, June 18.—Foreign commercial exchange rates, so far as quoted, are as follows:

London—	
Bankers' 60 days	4.74½
Cable transfers	4.77½
Demand sterling	4.76½
Commercial, 60 days	4.73½
Commercial, 90 days	4.72½
Paris—	
Commercial, 90 days	No quotations.
Commercial, 60 days	No quotations.
Commercial, sight	5.47½
Bankers' cables	5.46
Bankers' checks	5.46½
Berlin—	
Commercial, sight	—
Bankers' sight	82½
Cable transfers	82½
Antwerp—	
Commercial, 60 days	No quotations.
Bankers' sight	No quotations.
Bankers' cables	No quotations.
Amsterdam—	
Commercial, sight	39½
Bankers' sight	39½
Copenhagen—	
Checks	26.40

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 18.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 2@2.25c. basis 60 per cent.; 60 per cent. caustic soda, \$2.10 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 3c. per lb.; 48 per cent. carbonate of soda, 95c. per 100 lbs.; tale, 1¼@1½c. per lb.; 58 per cent. soda ash, 80c. basis 48 per cent.; silic, \$15@20 ton of 2,000 lbs.; marble flour, \$8 ton of 2,000 lbs.; chloride of lime in casks, 1¼c. per lb. in bbls., 2½c. per lb.; electrolytic caustic potash, 25c. per lb.; carbonate of potash, 15@17c. per lb.

Prime palm oil, 6½@7c. per lb.; clarified palm oil in bbls., 9c. per lb.; genuine Lagos palm oil, 7c. per lb.; palm kernel oil, 10c. per lb.; yellow olive oil, 90c. per gal.; green olive oil, 90c. per gal.; green olive oil foots, 8¼@8¾c. per lb.; Ceylon coconut oil, 9½@10c. per lb.; Cochin coconut oil, 10½@12c. per lb.; cottonseed oil, 6½@6¾c. per lb.; soya bean oil, 6¾c. per lb.; prime city tallow, 5½c. per lb.; corn oil, 6¾c. per lb.

House grease, 5¾c. per lb.; oleo stearine, 9@9¼c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packers' grease, 5¾c. per lb.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending June 12, 1915, with comparisons:

To—	Week ending June 12, 1915.	Week ending June 13, 1914.	From Nov. 1, '14, to June 12, 1915.
United Kingdom	216	200	7,651
Continent	15	17	2,265
So. & Cen. Am.	389	300	7,181
West Indies	944	1,293	33,211
Br. No. Am. Col.	134	185	11,834
Other countries	—	—	315
Total	1,698	1,995	62,457

#### MEATS, LBS.

United Kingdom	17,012,325	4,188,125	337,779,307
Continent	3,060,200	412,125	98,716,371
So. & Cen. Am.	10,156	73,000	1,458,267
West Indies	104,542	67,875	3,986,284
Br. No. Am. Col.	—	23,450	84,270
Other countries	—	—	45,931

Total 20,187,223 4,764,575 442,090,430

#### LARD, LBS.

United Kingdom	4,219,700	4,081,100	199,337,490
Continent	936,000	3,203,360	127,886,910
So. & Cen. Am.	603,065	321,359	12,309,856
West Indies	412,567	389,090	13,901,905
Br. No. Am. Col.	—	15,370	256,382
Other countries	—	38,820	643,293

Total 6,171,392 8,649,090 354,335,836

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	863	7,936,223	2,647,392
Philadelphia	175	900,000	288,000
New Orleans	600	5,000	900,000
Montreal	—	11,346,000	2,336,000
Total week	1,698	20,187,223	6,171,392
Previous week	577	16,700,471	7,179,911
Two weeks ago	2,519	10,801,396	5,288,455
Cor. week last y'r	1,935	4,764,575	8,049,090

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '14, to June 12, '15.	Same time last year.	Changes.
Pork, lbs.	12,491,400	15,667,000 Dec. 3,175,600
Meats, lbs.	442,090,430	207,409,090 Inc. 234,681,370
Lard, lbs.	354,335,836	271,920,948 Inc. 82,414,888

#### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver- pool.	Glas- gow.	Rotter- dam.	Copen- hagen.
Beef, tierces	60sh.	60sh.	75c.	120sh.
Pork, barrels	60sh.	60sh.	75c.	120sh.
Bacon	60sh.	60sh.	75c.	120sh.
Canned meats	60sh.	60sh.	75c.	120sh.
Lard, tierces	60sh.	60sh.	75c.	120sh.
Tallow	60sh.	60sh.	75c.	120sh.
Cottonseed oil	15sh.	65sh.	75c.	120sh.
Oil cake	50c.	50c.	50c.	55c.
Butter	100sh.	100sh.	150c.	175sh.

No rates to Hamburg.

Philadelphia, Pa.

Established 1860

Branch: 204 Trader's Bldg., Chicago, Ill.

**JACOB STERN & SONS**

**HIDES, CALF SKINS, TALLOW**

**SPECIALISTS IN PACKER GREASE, ALSO CATTLE TAILS**

**PHILADELPHIA, PA.**

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—There has been a small business recently in prime city tallow on the basis of 5½c. About 50,000 lbs. were taken for soap making interests. The previous sales were at 5¼c. The demand for other grades has been slow and a generally unsettled feeling prevails in the market. Apparently some of the large producers have been endeavoring to stimulate trade, but with no success. It is evident that users are taking product as needed and prefer to buy small quantities at a time.

There were rumors during the week of a revival in the export demand. Vague reports circulated to the effect that foreigners were making inquiries here. No details were furnished, however, and in well informed quarters the reports were scouted. There is no special change in the London market, at least nothing suggesting strength is observed. The auction sale there recently resulted in offerings of 2,139 casks of which 1,235 were sold; muttons and lower grades generally were 1s. decline, while the medium and good sorts were unchanged.

Prime city tallow locally was quoted at 5½c. nominal and city specials at 6½c. loose.

**OLEO STEARINE.**—The demand continues slow and small concessions have not brought in any special buying. Foreigners made a few inquiries, but bids seems to be under a workable basis. Holders were offering oleo stearine at about 8¼c.

**OLEO OIL.**—The market has been very dull this week with prices only about steady. Export demand is poor and home demand light. Extras are quoted at 11c. and prime at 10c.

SEE PAGE 29 FOR LATER MARKETS.

**GREASES.**—The market is very dull with values heavy. The low price for tallow is having a depressing effect and demand is very light. Quotations are nominal as follows: Yellow, 5@5½c. nom.; bone, — nom.; house, 5@5½c. nom.

**COCOANUT.**—The position of the market is without material change. Demand is quiet, while supplies have been somewhat more liberal and the tone of the market has reflected these conditions. Quoted: Cochín, 10¼@11c.; arrival, —; Ceylon, 9½@10c.; shipment, —.

**PALM OIL.**—The market has been very quiet again with the tone easy. Buying is not large and small offerings fill the demand. Prime red spot, 6¼c.; to arrive, —; Lagos, spot, 7½c.; to arrive, —; palm kernel, 10½c.; shipment, 10c.

**NEATSFOOT OIL.**—For 20 cold test, 95@96c.; 30 do., 88c.; water white, 80@82c.; low grade off yellow, 63c.

**CORN OIL.**—Trade has been fair with a steadier tone to the market. Prices quoted at \$6.20@6.30 in car lots.

**SOYA BEAN OIL.**—The market is quiet and steady. Spot is quoted at 6½@6¾c.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign fresh beef into the port of New York during the past week totaled nothing, compared to 29,041 quarters last week and 29,378 quarters two weeks ago. Mutton imports totaled nothing, compared to 7,128 sheep and 7,440 lambs last week. Other receipts included 200 cases corned beef, 6,337 bags of fertilizer material, 25 bbls. hair, and 49 casks of casings, all from South America.

### IMPORTS OF FRESH BEEF.

For the week ending June 12, 1915, the Government reports imports of fresh beef at the port of New York amounting to 6,206,032 pounds, the average value according to estimates from the manifests being 8 cents per pound. This includes not only the dressed beef, but offal and pieces as well. The previous week's imports totaled 7,197,120 pounds, value averaged 8¼ cents per pound.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to June 18, 1915, show that exports from that country were as follows: To England, 80,484 quarters; to the Continent, 70,812 quarters; to the United States, none. The previous week's exports were as follows: To England, 60,861 quarters; to the Continent, 33,432 quarters; to the United States, 17,193 quarters.

### SCHMALTZ A FERTILIZER BROKER.

Joseph H. Schmaltz, well known to the fertilizer trade, particularly in the Middle West, as the Chicago representative of Heller, Hirsh & Co. for a number of years, has gone into business for himself as a broker in fertilizer materials, with offices at 305 South La Salle street, Chicago. Mr. Schmaltz will handle a complete line of fertilizer materials, specializing of course in animal ammoniates. Mr. Schmaltz has a wide acquaintance in the fertilizer industry.

### WESTERN FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, June 16, 1915.—We quote ground blood, \$2.35@2.40; crushed, \$2.25@2.30; high-grade ground tankage, \$2.15 and 10c. to \$2.20 and 10c., for prompt or June shipment. Sellers look for a material advance should there be any indications of peace in the near future, and a great many buyers have taken the same view and provided for their wants around these figures. Other buyers decline to be interested unless at less money, as they do not look for an early termination of the war, and they expect liberal supplies of fish scrap to be in the market pretty soon; in fact, prospects of this supply have already almost demoralized the Eastern market.

Crushed tankage has been selling at \$1.90 and 10c., but as it is so much better value at this price than the ground, demand for it has improved and prices may be quoted five points higher. Ground steam bone has been in good demand. We are offering 3 and 50 at \$22.50 per ton, Chicago freight, equal quantities, June, July and August, in bulk or buyer's bags. Muriate of potash is quoted \$200 per ton at seaboard, but this price prohibits its use for agricultural purposes. (Complete quotations will be found on page 39.)

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, June 17.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 15½@16½c.; green hams, 8@10 lbs., 14½c.; 10@12 lbs., 14c.; 12@14 lbs., 13c.; 18@20 lbs., 13½c.; green clear bellies, 6@10 lbs., 15c.; 10@12 lbs., 14½c.; 12@14 lbs., 14c.; green rib bellies, 10@12 lbs., 14c.; 12@14 lbs., 13½c.; S. P. clear bellies, 6@10 lbs., 14@15c.; 10@12 lbs., 14c.; 12@14 lbs., 13c.; S. P. rib bellies, 10@12 lbs., 13c.; 12@14 lbs., 12½c.; S. P. hams, 8@10 lbs., 15c.; 10@12 lbs., 14½c.; 18@20 lbs., 14½c.; city dressed hogs, 11½c.; city steam lard, 8½c.

Western prices on green cuts are reported as follows: Pork loins, 8@10 lbs., 13½@14½c.; 10@12 lbs., 13½c.; 12@14 lbs., 12½c.; 14@16 lbs., 12c.; skinned shoulders, 10@11c.; Boston butts, 11½@12c.; boneless butts, 12½@13½c.; neck ribs, 4c.; spareribs, 9c.; lean trimmings, 12½c.; regular trimmings, 9½c.; kidneys, 5c.; tails, 7c.; livers, 3c.; snouts, 5c.; tenderloins, 21@22c.; pig tongues, 10@10½c.

# Green Olive Oil Foots

SUPERIOR QUALITY

AND ALL OTHER SOAP MATERIALS

## WELCH, HOLME & CLARK CO.

383 West St., New York

## SOUTHERN MARKETS

## Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., June 17, 1915.—Crude cottonseed oil, 39½c. bid; no sales reported the past week.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 17, 1915.—Prime crude cottonseed oil quoted at 40½c. Prime, 8 per cent meal, nominally, \$24.50@25.50. Hulls, \$5.50@6, loose.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 17, 1915.—Texas prime crude cottonseed oil dull at 38c. bid, 39c. asked; stocks about exhausted. Prime 8 per cent meal higher at \$27.25; 7½ per cent meal, \$26.75, short ton, New Orleans. Loose hulls steady at \$6.02½; sacked hulls, \$9, delivered here.

## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending June 17, 1915, and for the period since September 1, 1914, were as follows:

	Week ending June 17, 1915.	Since Sept. 1, 1914.
From New York—	Bbls.	Bbls.
Adelaide, Australia .....	—	2
Auckland, N. Z. ....	—	155
Bahia Blanca, A. R. ....	161	353
Barbados, W. I. ....	58	3,135
Belize, British Honduras ..	—	161
Bergen, Norway .....	135	3,400
Bombay, India .....	—	37
Bordeaux, France .....	—	150
Bristol, England .....	40	235
Buenaventura, Colombia ..	—	33
Buenos Aires, A. R. ....	—	8,032
Caiharien, Cuba .....	—	12
Callao, Peru .....	—	143
Cape Haitien, Haiti .....	—	8
Cape Town, Africa .....	—	1,531
Cardenas, Cuba .....	—	203
Cartagena, Colombia .....	—	5
Cayenne, French Guiana ..	—	520
Christiania, Norway .....	—	1,100
Cienfuegos, Cuba .....	125	169
Colon, Panama .....	72	771
Columbia, British Columbia	—	45
Copenhagen, Denmark .....	—	14,193
Cristobal, Panama .....	—	1,371
Curacao, Leeward Islands ..	—	3
Demerara, Br. Guiana .....	151	1,489
Fremantle, Australia .....	—	184
Genoa, Italy .....	—	18,370
Gibraltar, Spain .....	—	500
Glasgow, Scotland .....	—	1,510
Havana, Cuba .....	34	1,353
Havre, France .....	100	3,822
Hull, England .....	—	1,918
Kingston, W. I. ....	38	897
Kobe, Japan .....	—	11
La Guaira, Venezuela .....	—	3
La Plata, A. R. ....	—	324
Las Palmas, Canary Isl. ....	—	203
Liverpool, England .....	—	6,271
London, England .....	5	19,357
Lyttleton, N. Z. ....	—	33
Macoris, S. D. ....	7	97
Manchester, England .....	50	10,755
Manzanillo, Cuba .....	—	136
Marseilles, France .....	—	5,134
Matanzas, W. I. ....	25	103
Melbourne, Australia .....	—	37
Monte Cristi, San Dom. ....	—	555
Montevideo, Uruguay .....	2,425	16,149
Naples, Italy .....	—	4,017
Nassau, Bahamas .....	—	144
Nuevitas, Cuba .....	19	108
Palermo, Sicily .....	—	1,600
Pera, Brazil .....	—	78
Pernambuco, Brazil .....	—	479
Phineus, Greece .....	100	1,065

Ponce, P. R. ....	—	48
Port Antonio, W. I. ....	—	33
Port au Prince, W. I. ....	—	82
Port Barrios, C. A. ....	—	12
Port Limon, C. R. ....	—	112
Port Natal, Cape Colony ..	—	25
Progreso, Mexico .....	—	184
Puerto Plata, San Dom. ....	—	30
Rio de Janeiro, Brazil .....	—	2,135
Rotterdam, Holland .....	15,801	133,189
St. Johns, N. F. ....	30	37
Salaverry, A. R. ....	—	187
Sanchez, S. D. ....	—	76
San Domingo, San Dom. ....	118	595
San Juan, P. R. ....	—	207
Santa Marta, Colombia .....	—	3
Santiago, Cuba .....	9	624
Santos, Brazil .....	—	3,480
Savona, British Columbia ..	—	600
Sydney, Australia .....	—	104
Trinidad, Island of .....	14	209
Valparaiso, Chile .....	—	553
Vera Cruz, Mexico .....	—	66
Wellington, N. Z. ....	—	163
Yokohama, Japan .....	—	40
Ports not stated .....	—	187,641
Total .....	19,517	463,509

## From New Orleans—

Bocas Del Toro, Panama ..	—	252
Buenos Aires, A. R. ....	900	900
Christiania, Norway .....	—	38,295
Copenhagen, Denmark .....	—	500
Frederickstad, Norway .....	—	18,600
Frontera, Mexico .....	—	180
Genoa, Italy .....	—	200
Gothenberg, Sweden .....	—	8,010
Havana, Cuba .....	373	5,762
Havre, France .....	—	150
Liverpool, England .....	—	200
Manchester, England .....	—	750
Progreso, Mexico .....	20	1,832
Rotterdam, Holland .....	—	4,000
San Juan, P. R. ....	—	50
Tampico, Mexico .....	—	2
Vera Cruz, Mexico .....	—	2,144
Total .....	1,295	81,829

## From Galveston—

Havana, Cuba .....	—	70
Manchester, England .....	—	4,767
Progreso, Mexico .....	—	341
Santiago, Cuba .....	—	88
Vera Cruz, Mexico .....	—	1,763
Total .....	—	7,029

## From Baltimore—

Glasgow, Scotland .....	—	1,456
Havre, France .....	—	493
Liverpool, England .....	—	1,650
Rotterdam, Holland .....	—	281
Total .....	—	3,880

## From Philadelphia—

Liverpool, England .....	—	6,401
Total .....	—	6,401

## From Savannah—

Aarhus, Denmark .....	—	566
Glasgow, Scotland .....	—	264
Gothenberg, Sweden .....	—	97
Liverpool, England .....	1,812	10,394
London, England .....	—	10,045
Manchester, England .....	—	6,168
Rotterdam, Holland .....	6,422	6,422
Total .....	8,234	33,956

## From Norfolk and Newport News—

Glasgow, Scotland .....	197	2,789
Liverpool, England .....	828	12,381
London, England .....	—	11,569
Ports not stated .....	—	1,936
Total .....	1,025	28,675

## From Mobile—

Buenos Aires, A. R. ....	—	1,900
Total .....	—	1,900

## From all other ports—

Canada .....	—	39,094
Mexico (including overland) ..	—	2
Total .....	—	39,096

	Week ending June 17, 1915.	Since Sept. 1, 1914.	Same period, 1913.
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York .....	19,517	463,509	218,346
From New Orleans .....	1,295	81,829	59,184
From Galveston .....	—	7,029	1,571
From Baltimore .....	—	3,880	3,700
From Philadelphia .....	—	6,401	910
From Savannah .....	8,234	33,956	43,999
From Norfolk and Newport News .....	1,025	28,675	18,738
From Boston .....	—	110	—
From San Francisco .....	—	127	21
From Mobile .....	—	1,900	2,238
From all other ports .....	—	39,096	56,841
Total .....	30,071	666,512	405,548

## NEW BRAZILIAN OIL NUT.

In Kew Bulletin No. 9, of 1914, a new oil or fat seed is described which is allied to the nutmeg. The tree from which this seed is obtained grows in northwestern Brazil, where it was discovered by Spence in 1852. Recently a shipment of the seed arrived in Liverpool, specimens of it being sent to Kew Gardens.

The seed is globose or elliptic, about an inch long and half an inch broad. It is borne in clusters on a short stem. The pericarp is very dark brown and much wrinkled, the inner coating being a paler brown. The kernel consists of a greenish-white endosperm covered with a thin brown skin which is often found decomposed to a resinous mass. There appears to be no difficulty in decorticating the seeds.

The kernels were found to contain 55.2 per cent. of a white crystalline fat, which possessed a slight odor. It has the following characteristics: Melting point, 43 degs. C. (109.4 degs. F.); solidifying point, 39 degs. C. (102.2 degs. F.); saponification value, 240.2; iodine value, 6.3; refractometer reading at 40 degs., 36.9; free fatty acids (calculated as oleic), 5.3

Nutmeg fat has a melting point of 43 degs. to 48 degs. C. (109.4 degs. to 118.4 degs. F.), a saponification value of 153 to 161, and an iodine value of 31 to 52. Thus it does not at all resemble the new fat. Nutmeg fat consists very largely of the glyceride of myristic acid (C<sub>14</sub>H<sub>27</sub>O<sub>2</sub>), a lower member of the stearic series, but it contains, according to Lewkowitsch, 5 to 10 per cent. of an ethereal or essential oil, which accounts for its low saponification value.

The fat from the seed under consideration has a very high saponification value, approximately the same as that of palm-nut oil; therefore it may be assumed that it contains none of this ethereal oil, and it will probably prove suitable for alimentary purposes.

## COTTON OIL CONVENTIONS.

June 22, 23, 24, North and South Carolina Cotton Seed Crushers' Associations, Old Point Comfort, Va. Joint convention.

June 23, 24, 25, Oil Mill Superintendents' Association of the United States, Galveston.

July 5, 6 and 7, Texas Cotton Seed Crushers' Association, Corpus Christi, Tex.

Is there something you want to know badly, that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.



# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Some New Low Levels—Weakness Not Severe, However—Crude Oil Virtually All Sold at the South—Refiners Hold Liberal Supplies—Consumers Await Lower Prices—Less Speculative Pressure—Cotton Acreage Report Awaited.**

The cotton oil market has shown just a trifle more resistance to pressure. As far as can be learned, some of the large interests who control very substantial supplies of refined oil adhere to their bearish attitude. They talk confidently of six-cent July oil to be recorded very soon in the New York contract market when heavy deliveries on contracts are made.

The speculative element remains in favor of lower levels, but the aggressiveness in the market is not important. Outsiders do not relish selling cotton oil short on this basis after its decline of about \$3 a bbl. The strong supposition that virtually all the available crude oil at the South has been delivered or sold, is not lost sight of.

Some opposition has been given to the receding tendency of the market. It appears as though certain houses in close touch with the Southern speculative trade, home consumptive trade and export outlets are talking favorably in regard to the merits of the

deferred months and seemingly do not look for the low prices frequently presaged for the summer and fall deliveries. These interests have been among the buyers, but thus far have not created much of a following, and refiners continued to cover their shorts leisurely.

The uncertainty of the political situation doubtless restricts the outside participation in the oil market. There is also a tendency on the part of many in the trade to await more definite reports relative to the cotton crop. The belief prevails that in the July Government report, to be issued on the 1st day of that month, an area decrease of close to 15 per cent. may be shown, although the final acreage figures are not expected to show an area curtailment of much more than 8 or 10 per cent. Some complaints of boll weevils in Texas and Alabama have been received, and the occasional rains have caused grassy fields, yet on the whole the outlook is considered fairly good. The absence of complaints at present is not unusual, however, as deterioration in the cotton plant seldom occurs during June.

In the meantime the oil trade is awaiting the extent of the deliveries on July contracts. As refiners have bought in fair

amounts of oil at the decline and quite a little liquidation has taken place, the total tenders may not reach the large proportions recently predicted by some authorities. It is not thought that the aggregate deliveries will equal those of May, when about 45,000 bbls. were released by refiners.

Conservative interests are counting on tenders for more than 25,000 bbls., however, and it is said in these quarters that the difference between the July and September options should widen further. The greatest difference between these months was recorded in 1909, when 44 points made up the carrying charges. Recently there was a 37 point difference between May and July, which doubtless would have been much greater but for the placing of considerable oil in store for commission house interests with banking facilities. The claim is made that the same character of support will not be accorded the July delivery in the event of heavy deliveries unless the carrying charges are increased to more than 40 points. Heavy leakage of oil in warehouses is feared during the summer season, which, in conjunction with the knowledge that rather liberal unsold supplies of oil are in refiners' hands and assertions in some quarters that the September delivery

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Cotton  
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San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

at New York will sell at lower prices than July, accounts principally for the demands for an attractive July-September difference.

Consuming inquiry continues of a hand-to-mouth character, and domestic buyers seem to be confident of getting their supplies at prevailing or lower levels. The foreign trade is irregular. A slight further betterment has been discerned in shipping conditions, and the exports for the full season promise to reach the 800,000 bbl. mark.

Closing prices, Saturday, June 12, 1915.—Spot, \$6.12@6.22; June, \$6.15@6.21; July, \$6.24@6.25; August, \$6.42@6.43; September, \$6.56@6.57; October, \$6.59@6.61; November, \$6.59@6.61; December, \$6.59@6.61; January, \$6.61@6.63. Futures closed at 3 decline to 1 advance. Sales were: July, 100, \$6.20; August, 2,100, \$6.26@6.24; September, 600, \$6.45; October, 500, \$6.57; November, 800, \$6.62@6.60. Total sales, 4,100 bbls. Good off, \$6@6.15; off, \$5.90@6.08; reddish off, \$5.70@6; winter, \$6.25@7.25; summer, \$6.25@7.25; prime crude, S. E., \$5.33, nom.; prime crude, Valley, —; prime crude, Texas, —.

Closing prices, Monday, June 14, 1915.—Spot, \$6@6.21; June, \$6.05@6.21; July, \$6.22@6.24; August, \$6.40@6.42; September, \$6.55@6.56; October, \$6.57@6.58; November, \$6.52@6.60; December, \$6.55@6.56; January, \$6.56@6.59. Futures closed at 1 to 10 decline. Sales were: July, 8,700, \$6.23@6.20; August, 2,000, \$6.41@6.39; September, 2,200, \$6.56@6.54; October, 1,700, \$6.56@6.58; December, 1,100, \$6.56@6.54. Total sales, 15,700 bbls.

Closing prices, Tuesday, June 15, 1915.—Spot, \$6.10@6.27; June, \$6.12@6.25; July, \$6.23@6.25; August, \$6.42@6.43; September, \$6.56@6.57; October, \$6.59@6.60; November, \$6.53@6.60; December, \$6.55@6.58; January, \$6.58@6.60. Futures closed unchanged to 7 advance. Sales were: July, 2,000, \$6.22@6.20; August, 1,100, \$6.42@6.39; September, 2,700, \$6.54@6.53; October, 1,600, \$6.59@6.57; December, 400, \$6.54@6.53. Total sales, 8,700 bbls. Good off, \$6@6.17; off, \$5.90@6.07; reddish off, \$5.80@6; winter, \$6.25@7.25; summer, \$6.25@7.25; prime crude, S. E., \$5.33, nom.; prime crude, Valley, —; prime crude, Texas, —.

Closing prices, Wednesday, June 16, 1915.—Spot, \$6.10@6.30; June, \$6.12@6.25; July, \$6.23@6.25; August, \$6.41@6.42; September, \$6.55@6.57; October, \$6.58@6.60; November, \$6.54@6.60; December, \$6.55@6.60; January, \$6.58@6.62. Futures closed 1 decline to 1 advance. Sales were: July, 2,200, \$6.27@6.23; August, 600, \$6.45@6.42; September, 3,000, \$6.59@6.56; October, 100, \$6.60. Total sales, 5,900 bbls. Good off, \$6@6.17; off, \$5.99@6.10; reddish off, \$5.88@6.05; winter, \$6.25@7; summer, \$6.25@7; prime crude, S. E., \$5.27 nom.

Closing prices, Thursday, June 17, 1915.—Spot, \$6.05@6.21; June, \$6.05@6.20; July, \$6.20@6.21; August, \$6.37@6.39; September, \$6.52@6.53; October, \$6.54@6.56; November, \$6.51@6.53; December, \$6.52@6.54; January, \$6.54@6.57. Futures closed 3 to 7 lower. Sales were: July, 3,900, \$6.21@6.19; August, 1,800, \$6.38@6.37; September, 4,700, \$6.52@6.51; October, 100, \$6.55; November, 100, \$6.52; December, 1,200, \$6.53@6.52; January, 100, \$6.54. Total sales, 11,900 bbls. Good off, \$5.90@6.15; off, \$5.95@6.05; reddish off, \$5.80@5.95; winter, \$6.25@7; summer, \$6.25@7; prime crude, S. E., \$5.27 nom.

SEE PAGE 29 FOR LATER MARKETS.

#### GEORGIA CRUSHERS' CONVENTION.

(Continued from page 17.)

country and will put in the channels of trade more than thirty-five million pounds of cheap, clean, edible fat to feed a hungry world.

Since our last meeting we have traveled a rough and rugged road, and as we stumbled along the way, we knew not what a day would bring forth. We have done well to hold our trenches against our economic enemies, the warring nations of Europe. But we have an

abiding faith in the future and face it with courage, conscious of the fact that we have already added tremendously to the prosperity of the South. But as we go about our business let us remember, whether we meet with victory or defeat, that:

When Earth's last picture is painted and the tubes are twisted and dried,  
When the oldest colors have faded and the youngest critic has died,  
We shall rest, and, faith, we shall need it, lie down for an aeon or two,  
Till the Master of All Good Workmen shall put us to work anew.

And those that were good shall be happy; they shall sit in a golden chair;  
They shall splash at a ten-league canvas with brushes of Comet's hair,  
They shall find real saints to draw from—Magdalene, Peter and Paul;  
They shall work for an age at a sitting, and never be tired at all.

And only the Master shall praise us, and only the Master shall blame,  
And no one shall work for money, and no one shall work for fame;  
But each for the joy of working, and each in his separate star,  
Shall draw the Thing as he sees it, for the God of Things as they are.

President McCarley was then handed the gavel and formally opened the Convention, and after dispensing with the roll call and reading of last year's minutes, he delivered his annual address, filled with promise as to the future and recounting the splendid work done by the Convention during his administration.

#### Address of President McCarley.

President McCarley's address was as follows:

I am indeed glad to be here as president of the Cotton Seed Crushers' Association of Georgia, and likewise it is a great pleasure to welcome this splendid audience to this, the eleventh annual convention of our Association, and I am quite sure we will all enjoy our sojourn at this delightful beach, and in the beautiful and historic city of Savannah.

The past season has had many worries for all of us, yet we all have reasons to be thankful that we are able to be here celebrating the eleventh birthday of our Association, and that we have escaped the misfortunes that have come to the people and their business industries in the European countries, where destruction of life and property has become the foremost thought of the opposing powers.

We are confronted at the beginning of our season with complete suspension of export business, due to war conditions. As a result of protest from your officers and members generally, to our Government officials in Washington, the temporary embargo was raised, and owing to the export demand which resulted, our State shipped the greatest amount of meal and cake in our history.

This was a most welcome market to all of us, as it enables us to finance further operations, which was indeed a serious problem at the time. Neither do we regret having sold our European customers our meal and cake at less than \$20 per ton. It is, however, a

sad fact, that the people of Georgia have not yet realized the importance of cattle raising as a business. This fact was most forcibly brought home to all of us last fall by the lack of home demand for hulls and meal for feeding purposes, when these two commodities, which constitute the best and most concentrated feed available for cattle, were abnormally low in price.

While it is true that, due to the tremendous export demand for meal and cake during the first half of our season, the price for meal improved some, we are nevertheless still suffering from almost an entire lack of demand from feeders in Georgia for cotton seed meal. Corn, the most generally used feeding commodity in Georgia, may be quoted at this time at from \$1.00 to \$1.10 per bushel, which on a pound basis is \$35.00 to \$40.00 per ton, while cotton seed meal may be quoted at \$24.00 to \$25.00 per ton—or say in round figures, 60 per cent. to 70 per cent. of the price of corn.

Then, when we consider the fact that cotton seed meal contains three times the feeding value of corn, we come face to face with the fact that the owners of live stock in Georgia are living in positive ignorance of the actual value of cotton seed meal as a feed for all classes of live stock. It has heretofore been pointed out by some of our well-known statisticians that if the work stock—horses and mules—in Georgia were fed a small portion of cottonseed meal daily, along with a lessened portion of their regular ration, they would not only have a much better feed, and at a greatly reduced cost, but these work-stock alone would consume all of the cottonseed meal produced in the State. This, to say nothing of feeding dairy and beef cattle and other live stock.

While on the subject of beef cattle, notwithstanding the effort for some years now on the part of the State, and the United States Government as well, and the tick eradication work that has been done, the raising of beef cattle in Georgia as an industry certainly needs a stimulus not yet effective. In my opinion the one greatest reason for all of this is, the people have not as yet realized in sufficient numbers the possibilities and advantages of raising beef cattle in Georgia, and the availability of the best and cheapest known concentrate of cottonseed meal.

The same thing can be said of cottonseed hulls, which as a roughness for cattle is unexcelled, being equal in feeding value to hay; and at today's price for hulls, \$5 or less per ton in car lots, is only one-fourth to one-fifth as expensive as hay.

In my opinion what we are suffering from most is lack of sufficient publicity. Our Publicity Committee, headed by our worthy chairman, Mr. E. P. Chivers, has been active this season, as their report will show, and they are to be congratulated on the work they have done. At the same time we need a larger fund to devote to publicity work, not only in showing the merits of our products in distant markets, but according to my idea our best field, and the one to which we should devote our best efforts, is right here in Georgia, for the reason that the more of our products which are consumed here in Georgia, the better off from a financial standpoint will be the feeder, the farmer, the oil mill and the Grand Old State, as a matter of course.

I have discussed this with numbers of our members, and they are all unanimous in the

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opinion we should have a bigger fund for publicity purposes. Several plans for increasing the Publicity Fund have been suggested. However, no plan can be successfully consummated unless it has the hearty co-operation and support of the members as a whole. Therefore, instead of suggesting any given method, I decided to recommend that this question be brought up for general discussion, with the hope that in this manner we can arrive at a plan that will prove efficient and satisfactory.

The boll weevil, in his steady march across the Continent, has reached the borders of our State, and as the subject is most interesting to all of our members, especially those in the southwestern section of the State, I considered it important that we have an authoritative report on the advance of this little ravaging pest; and I, therefore, requested our State entomologist, Mr. E. Lee Worsham, to come to this meeting and tell us about him, and I trust every mill man here will be in the hall when Mr. Worsham speaks, later in the day.

At our last annual meeting the president was authorized to appoint a committee to attend the meeting of the National Feed Control Officials, in Washington, last November, at which meeting it was expected that that body would decide the question of fixing a standard for cottonseed meal as regards the maximum fibre content of same. I appointed Mr. Thos. C. Law, Mr. J. L. Benton and Mr. D. G. Dumas to represent our Association at the meeting mentioned. This committee, together with similar committees from other State associations, met with the committee from the Inter-State Association, of which Mr. W. A. Reynolds is chairman, in Washington, at the meeting of the Feed Control Officials last November. Mr. Law, as chairman of the committee appointed, will make a report of the work of his committee at this meeting.

However, before leaving the subject, I desire to state that the fixing of the fibre content standard for cottonseed meal by the Feed Control Officials was deferred in order that they might send some of their members down South for the purpose of visiting oil mills all over the belt, and making some investigations on their own account. In consequence Mr. James W. Kellogg, one of the Special Fibre Committee of five, who himself is also State Chemist of Pennsylvania, came down in December, and when we learned of his arrival in Atlanta those of us in Atlanta directly interested in the operation of oil mill properties tendered Mr. Kellogg a dinner, in order that he might meet and discuss the subject of fibre content of cottonseed meal with manufacturers first-hand.

At this dinner we were also glad to have as our guest Dr. R. E. Stallings, our own State chemist, who, due to his intimate knowledge of the variability of fibre in cottonseed meal, and who is a strict advocate of seeing justice done, was very influential at the meeting of the Feed Control officials in Washington in getting that body to defer action in favor of further investigation, before establishing a maximum of 9 per cent., which they

apparently were in favor of doing. And, by way of digression, we should not allow the opportunity to pass, without giving Dr. Stallings a vote of thanks in appreciation of his efforts in our behalf.

Dr. Kellogg expressed himself as greatly pleased at the opportunity of meeting the oil mill people, and discussing the subject frankly and openly, and before leaving he indicated an opinion that since we already had a protein standard, there did not appear necessity for a double standard, which the establishment of fibre standard would amount to. If we could induce all of the Committee to come down here and make personal investigation for themselves, we would have no cause to fear the establishment of a fibre standard.

Some days ago we learned that the railroads operating in the South had petitioned the Inter-State Commerce Commission asking for permission to increase the rate on linters to the same rate as applies on cotton. This we realized as clearly an injustice, when it is considered that the value of linters on an average, under normal conditions, is only about one-fourth to one-fifth that of cotton, and therefore we made a strong protest, which was joined in by many of our individual members, to the Inter-State Commerce Commission, against the increase requested. We received notification on the 21st of May that the Suspension Bureau would have a hearing in Washington on the 22nd of May, and notwithstanding the fact that we had practically no time to arrange for appearance at the hearing, we nevertheless did succeed in having able representation at the hearing, in the presence of Mr. Ives, of North Carolina, former President of the Inter-State Cotton Seed Crushers' Association; Mr. Linthicum, of the Empire Cotton Oil Company, of Atlanta; and Mr. Glover, of the Southern Cotton Oil Company, of Richmond; I am glad to report that in consequence of the efforts on the part of these gentlemen, and others, that the railroads agreed to withdraw Supplement No. 18, in so far as it affected linters, with the understanding that they would have withdrawal notice issued in such manner that would remove any doubt about the continuance of the present ratings. We have since received letter from the Inter-State Commerce Commission, advising that the carriers had, by special permis-

sion, filed Supplement No. 20, announcing the withdrawal of Supplement No. 18.

Much time and attention has heretofore been given to the subject of the grading of cottonseed. Some of our sister state associations have adopted rules for grading seed. I would be glad to see this association adopt a method of grading seed which would meet the much needed requirements, and embody such into our rules.

It is indeed gratifying to note the co-operation on the part of our members as a whole and especially the willingness with which the members of the various committees undertake the duties of these committees, and respond to the call of their chairman. The work of the Legislative Committee is especially commendable, as is also that of the Arbitration Committee, which has been called together twenty-one times during the year, and whose decisions have been fair and equitable, as evidenced by the fact that we have had no applications for re-hearing, or other complaint, regarding cases arbitrated.

I regret, however, to report that two members, the Mutual Cotton Oil Company, of Hogansville, Ga., and the Canon Oil & Fertilizer Company, of Canon, Ga., were expelled on account of their non-compliance with the findings of the Arbitration Committee. It is interesting, however, to note that our committee has held arbitrations this year by special agreement, between members of our association, and firms who were not members, said non-members paying special fee for the privilege, this showing that arbitration under our rules and by our committee is not only popular and satisfactory between our own members, but it is looked on with favor by interests not members.

In conclusion, I desire to express my appreciation of the honor conferred on me by electing me your President. The opportunity for undertaking has been ever present this season. The accomplishment of results, however, has not been all I could wish. However, I have done the best I could under the circumstances. For the successes attained during the past year the credit is due respectively to our worthy Secretary, Mr. E. P. Chivers, who has been ever alive to the interests of the Association; to our several Committees; likewise to individual members, who on numerous

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occasions devoted much time and attention to the interests of the Association, and often at personal sacrifice to the interests of their own individual business. My thanks are also due our Vice-president, Mr. E. C. Ponder, for his helpful advice and assistance throughout the season. He has proved himself always ready and willing to attend committee meetings, and devote of his time and energy any amount that the work of the Association required.

The concluding speech of the opening session was delivered by Dr. E. Lee Worsham, State Entomologist, whose subject was "The Boll Weevil, Its Advance Into Georgia." Dr. Worsham recounted the advance of the boll weevil across Alabama and pointed out that only the early frost in the Fall prevented its entry into Georgia. He put the crushers on notice that the boll weevil would enter Western Georgia during the Fall of 1916, and spoke at length upon the quarantine regulations which his department would enforce with a view to checking, as much as possible, the ravages of this pest, which always does such serious damage to the cotton crops.

The Convention was entertained at a fish fry during the afternoon by Mr. C. M. Stubbs, proprietor of Hotel Tybee.

#### Tuesday's Session.

At the second day's session a splendid report was made by Secretary E. P. Chivers, of Atlanta, who is also chairman of the Publicity Committee, showing the increase in the membership during the past year, and pointing out the necessary step for a still further increase in the membership during the year to come.

Mr. Chivers' report showed that his committee was fortunate in having Dr. Andrew M. Soule, President of the State College of Agriculture, at Athens, Ga., to continue writing semi-monthly articles on the uses and value of cottonseed meal, and these articles were given widespread publicity through the assistance of Ernest E. Dallis, of Atlanta, who has served as publicity promoter for the Association for the past seven years.

His report as Secretary-Treasurer showed that nineteen new members had been elected to the Georgia Association since the last meeting, and that the Association was one of the largest and most progressive in the South. He urged upon the membership to specify that all trades made should be in accordance with the Georgia Rules and that arbitrations be held under these rules.

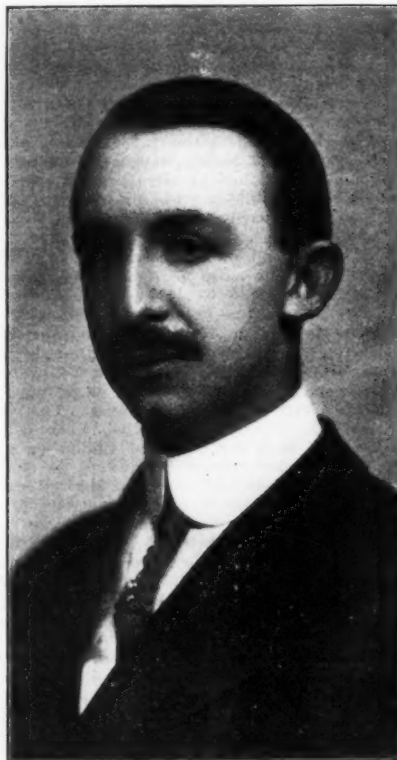
The feature of Tuesday's session was the address by Hon. J. J. Culbertson, President of the Inter-State Cotton Seed Crushers' Association, who spoke on "The Plans and the Future of the Inter-State Cotton Seed Crushers' Association." This was Mr. Culbertson's first appearance before any convention following his election, and he was given an ovation when he arose to speak.

He was followed by Ernest E. Dallis, publicity promoter for the Association, who outlined a plan to the Association whereby it would be possible, at a very nominal cost, to have two articles a month, bearing on cottonseed meal and hulls, as a feedstuff, printed as news in one hundred country weeklies in Georgia, with a total circulation of one hundred thousand per insertion.

He was followed by R. S. Melone, of Atlanta, Ga., on "Contracts and Arbitration." As Secretary to the Georgia Crushers' Arbitration Committee, as well as the Arbitration Committee of the Inter-State Cotton Seed Crushers'

Association, Mr. Melone pointed out that he had had ample opportunity to see the points of difference in making contracts, which could be so easily avoided in the first instance, and which invariably led to arbitration. It was to point out, in brief, these defects, that he addressed his remarks.

He said the main cause of complaint was due to telegrams hastily dictated and not read before being dispatched, and that oftentimes a stenographer's unintentional error caused the contract to be misunderstood and arbitration result. Another fact which he declared caused arbitration, was that contracts were entered into between members with the understanding that the contract entered into called for Georgia Association Rules, whereas the members making the contract were not familiar with these rules, and he urged every member to



E. E. DALLIS, Atlanta, Ga.  
Publicity Agent of the Georgia Association.

familiarize himself with these rules in order to avoid any misunderstanding.

He complimented the membership upon the fact that during the past year very few arbitrations arose, and declared that there was no business in the country handled upon a verbal agreement, as was the case among the cotton oil men, which was executed so promptly and with so little misunderstanding. He declared his firm had sold millions of dollars worth of products on verbal contracts and that only one transaction had ever been denied, and that man who denied that contract was no longer in the oil mill business.

Hon. Cliff Williams, of Meridian, Miss., who made such a hit with his speech before the Inter-State Cotton Seed Crushers' Association, was a guest of the Georgia Convention and spoke on "Co-Operation."

Mr. Williams declared that by failing to co-operate, the agricultural interests and commercial activities in this country were getting only about fifty per cent of their true value and the South was faring even worse as a section, by securing only about 25 per cent. of the value of the product sold. He called at-

tention to the fact that the Denmark fertilizers, by thorough co-operation, wherein they had established a program of endeavor, systemization of production, standardization and sale of their food products, they were securing 85 per cent. of its value. He declared that the feeding value of one pound of cottonseed meal is equal to three pounds of corn, and yet thousands of tons of each are exchanged by the North and the South each year at the same valuation, and no consideration given to the fact that the fertilizing value of the cottonseed meal, after it is fed livestock, is worth \$20 per ton, whereas the fertilizing value of corn, fed to the same stock, is worth only \$6.50.

He declared if the newspapers of the country would give as much space to their columns to the value of the products of the cottonseed as they were giving to politics, that it would increase the wealth of Georgia ten million dollars a year. He called upon the crushers to enlarge their campaign of publicity, take the world into their confidence, and enrich the South.

The concluding address of the day was delivered by D. G. Dumas of Atlanta, Ga., who chose for his topic "The Results of Co-Operation."

Tuesday afternoon the convention was entertained on board of the Steamer "Pilot Boy," as guests of the Southern Cotton Oil Company. A luncheon was served by the company on shipboard and a trip was made out to sea, around Tybee Light and up the Savannah River.

#### Wednesday's Session.

T. C. Law, of Atlanta, Ga., the official chemist of the Association, made the opening speech of the final day's session. His subject was "Relation of the Chemist to the Cotton-Seed Products Industry."

Mr. Law declared that the purchasing of cottonseed is handled in the crudest manner of any raw material marketed. He showed that in an average ton of cottonseed bought, weighing 2,000 pounds, that the oil mill, very frequently, gets only between 1,850 and 1,900 pounds of seed, the difference in weight being sand, trash, etc. He declared that the composition of cottonseed should be carefully looked after in order to increase the yield of oil and meal in each seed, and called attention to the fact that the content of oil this year in Georgia seed was exactly one gallon less per ton than last year, and that with a million tons of seed crushed there was a loss of one million gallons, or a reduction of at least \$450,000 in the value of this product for the present season.

Mr. Law concluded his interesting paper with the report of his work as Chairman of the Committee, which represented the Georgia Association at the last meeting of the Feed Control Officials in Washington, D. C., and expressed the hope that in a few years Georgia would consume all the cottonseed meal produced in the State and that cattle raising would be one of the greatest of the Georgia industries.

This concluded the addresses of the Convention, after which the Committee went into business session, and adopted the rules recommended in the report of the Committee on Rules, and heard the reports of the Chairman of the various standing committees.

Following the election of officers referred to final adjournment was taken, and the rest of the afternoon spent at Fort Screven, where a dress parade and band concert were given, the crushers departing on Wednesday night for their several homes.

#### CAROLINA CRUSHERS JOINT MEET.

A joint convention of the North and the South Carolina Cotton Seed Crushers' Associations will be held June 22, 23 at Old Point Comfort, Va. President C. A. Johnson of the North Carolina Association will preside on Tuesday and President J. T. Stevens of the South Carolina Association on Wednesday. On Thursday separate business sessions will be held. The programme is a very attractive one and a big attendance is promised.

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, June 18.—Market steady. Western steam, \$9.80 nom.; Middle West, \$9.05@9.15; city steam, 8½c.; refined Continent, \$10.25; South American, \$10.50; Brazil, kegs, \$11.50; compound, 7½@7¾c.

### Marseilles Oils.

Marseilles, June 18.—Copa fabrique, 96½ fr.; copa edible, — fr.; peanut fabrique, 95 fr.; copa edible, — fr.

### Liverpool Produce Market.

Liverpool, June 18.—(By Cable).—Beef, extra India mess, 160s.; pork, prime mess, 102s. 6d.; shoulders, square, 65s.; New York, 63s.; picnic, 60s.; hams, long, 75s.; American cut, 72s. Bacon, Cumberland cut, 76s.; long clear, 74s.; short backs, 64s.; bellies, clear, 70s. Lard, spot prime, 48s. 9d.; American refined contract, 49s. 4½d. 28-lb. boxes, 49s. 9d. Lard (Hamburg), nominal. Tallow, prime city, 29s. 3d.; choice, 34s. 6d. Cheese, Canadian finest white, new, 88s. Tallow, Australian (at London), 30s.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was firmer, due in part to the hog market, the firmness in grain and short covering.

### Stearine.

The market continues quiet, with the tone easier. Prices were quoted at 8½@8¾c. for oleo.

### Tallow.

The market continued quiet, with City quoted at 5½c., and specials at 6½c.

### Cottonseed Oil.

Trading was very dull, with price changes very small.

Market closed 5 points higher to 2 lower. Sales, 9,900 bbls. Spot oil, \$6.10@6.20. Crude, Southeast, \$5.20 nominal. Closing quotations on futures: June, \$6.10@6.20; July, \$6.18@6.19; August, \$6.35@6.36; September, \$6.50@6.51; October, \$6.53@6.55; November, \$6.49@6.52; December, \$6.51@6.54; January, \$6.55@6.57; good off oil, \$5.90@6.15; off oil, \$5.95@6.05; red off oil, \$5.80@5.99; winter oil, \$6.40@7; summer white oil, \$6.30@6.90.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, June 18.—Hog market slow and 5@10c. higher. Bulk of prices, \$7.40@7.65; light, \$7.50@7.80; mixed, \$7.30@7.75; heavy, \$7@7.65; rough heavy, \$7@7.20; Yorkers, \$7.70@7.80; pigs, \$6@7.45; cattle prospects strong; heaves, \$6.80@9.50; cows and heifers, \$3.25@9; Texas steers, \$6.80@8.30; Western, \$7@8.25. Sheep market weak at yesterday's close; native, \$5.50@6.35; yearlings, \$7.10@8.35; lambs, \$6.75@9.25; Western, \$7@9.25.

Kansas City, June 18.—Hogs higher, at \$7.25@7.62½.

South Omaha, June 18.—Hogs higher, at \$7@7.45.

Sioux City, June 18.—Hogs higher, at \$7.20@7.50.

Buffalo, June 18.—Hogs steady; on sale, 6,400, at \$7.90@8.10.

Louisville, June 18.—Hogs higher, at \$7.35@7.55.

Indianapolis, June 18.—Hogs higher, at \$7.80@7.85.

St. Joseph, June 18.—Hogs higher, at \$7.25@7.50.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, June 12, 1915, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	6,939	17,500	17,286
Swift & Co.	5,878	12,400	10,632
S. & S. Co.	4,146	9,100	6,799
Morris & Co.	4,717	11,000	5,990
Hammond Co.	1,736	8,100	...
Libby, McNeill & Libby	1,325	...	...
Anglo-Amer. Provision Co.	384	6,500	...

Boyd, Lunham & Co., 6,200 hogs; Western Packing & Provision Co., 9,900 hogs; Roberts & Onke, 6,700 hogs; Miller & Hart, 4,100 hogs; Independent Packing Co., 8,400 hogs; Brennan Packing Co., 6,300 hogs; others, 2,690 hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	2,651	8,096	1,811
Fowler Packing Co.	417	...	689
S. & S. Co.	2,349	7,636	1,932
Swift & Co.	3,282	5,891	3,589
Cudahy Packing Co.	2,652	5,947	3,143
Morris & Co.	2,218	5,444	1,416
Butchers	219	198	38

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,652	8,015	434
Swift & Co.	3,737	10,510	2,648
Cudahy Packing Co.	3,553	13,364	2,810
Armour & Co.	3,759	13,078	1,537
Swartz & Co.	...	1,508	...
J. W. Murphy	...	4,311	...

John Morrell & Co., 2 cattle; Kohrs Packing Co., 96 hogs; South Omaha Packing Co., 46 cattle; Lincoln Packing Co., 89 cattle; S. & S. Co., 361 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	7,934	6,203	6,083
Swift & Co.	2,855	5,649	4,328
Armour & Co.	1,825	5,240	4,749
St. Louis Dressed Beef Co.	169	...	...
Independent Packing Co.	824	1,415	...
East Side Packing Co.	101	2,334	...
J. H. Belz Provision Co.	...	1,058	...
Hell Packing Co.	10	800	...
Carondelet Packing Co.	34	272	...
Sartorius Provision Co.	...	300	...
Krey Packing Co.	21	2,217	...
Others	1,057	11,870	999

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending June 12, 1915:

CATTLE.	
Chicago	30,584
Kansas City	14,907
Omaha	12,226
St. Joseph	4,832
Cudahy	514
Sioux City	3,104
New York and Jersey City	7,784
Fort Worth	7,187
Philadelphia	3,043
Pittsburgh	1,178
Denver	1,376
Oklahoma City	1,764
Cincinnati	4,310

HOGS.	
Chicago	110,658
Kansas City	37,126
Omaha	45,862
St. Joseph	30,306
Cudahy	24,872
Sioux City	24,263
Ottumwa	15,460
New York and Jersey City	22,581
Fort Worth	2,956
Philadelphia	5,327
Pittsburgh	7,714
Denver	6,626
Oklahoma City	8,501
Cincinnati	12,673

SHEEP.	
Chicago	51,546
Kansas City	12,765
Omaha	5,711
St. Joseph	7,557
Cudahy	122
Sioux City	477
New York and Jersey City	29,354
Fort Worth	8,603
Philadelphia	5,856
Pittsburgh	2,653
Denver	843
Oklahoma City	206

## RECEIPTS AT CENTERS

SATURDAY, JUNE 12, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	200	10,000	5,000
Kansas City	100	1,500	300
Omaha	...	9,000	...
St. Louis	200	4,000	800
St. Joseph	100	5,200	500
Sioux City	100	4,000	...
St. Paul	200	1,250	50
Oklahoma City	...	200	1,000
Fort Worth	400	1,500	2,400
Buffalo	25	300	...
Denver	700	100	...
Louisville	50	716	3,400
Detroit	...	375	...
Cudahy	...	1,000	...
Wichita	...	1,390	...
Indianapolis	100	5,000	...
Pittsburgh	...	1,000	300
Cincinnati	100	200	1,000
Buffalo	150	200	...
Cleveland	90	2,000	600
New York	319	1,826	1,546

MONDAY, JUNE 14, 1915.

Chicago	18,000	35,000	16,000
Kansas City	6,500	13,000	7,000
Omaha	6,000	8,000	2,700
St. Louis	1,100	9,800	7,200
St. Joseph	2,500	8,000	500
Sioux City	1,000	5,000	...
St. Paul	2,200	12,400	100
Oklahoma City	...	800	...
Fort Worth	6,000	2,700	5,500
Milwaukee	...	262	...
Denver	1,800	100	...
Louisville	500	1,232	2,900
Cudahy	...	3,500	...
Wichita	...	1,062	...
Indianapolis	750	6,000	...
Pittsburgh	1,700	10,000	4,000
Cincinnati	1,200	4,000	1,300
Buffalo	4,800	16,000	1,900
Cleveland	600	6,000	1,800
New York	3,550	6,724	17,490
Toronto, Canada	2,043	133	133

TUESDAY, JUNE 15, 1915.

Chicago	3,000	13,000	8,000
Kansas City	6,800	15,200	16,000
Omaha	3,400	8,000	1,800
St. Louis	3,000	7,000	2,800
St. Joseph	1,800	5,800	2,200
Sioux City	...	5,000	...
St. Paul	1,800	5,700	300
Oklahoma City	500	500	100
Fort Worth	5,000	700	6,000
Milwaukee	600	8,250	300
Denver	300	2,200	100
Louisville	100	723	3,400
Cudahy	...	4,800	...
Wichita	...	2,768	...
Indianapolis	1,500	14,000	350
Pittsburgh	...	1,500	500
Cincinnati	100	3,400	5,000
Buffalo	200	2,500	100
Cleveland	80	2,000	1,000
New York	489	4,845	5,152
Toronto, Canada	939	1,500	202

WEDNESDAY, JUNE 16, 1915.

Chicago	14,000	23,000	9,000
Kansas City	3,900	8,300	7,400
Omaha	3,800	8,000	3,000
St. Louis	3,200	6,000	3,900
St. Joseph	1,000	2,000	1,000
Sioux City	1,000	5,000	100
St. Paul	1,500	5,000	100
Oklahoma City	500	800	1,200
Fort Worth	3,000	1,800	2,600
Milwaukee	50	9,600	...
Denver	2,700	800	...
Louisville	...	2,000	...
Detroit	...	2,182	...
Cudahy	...	1,800	...
Wichita	...	1,350	...
Indianapolis	900	12,000	...
Pittsburgh	...	2,000	500
Cincinnati	200	3,400	4,000
Buffalo	200	3,000	100
Cleveland	...	2,000	...
New York	2,745	2,129	2,269
Toronto, Canada	796	1,887	418

THURSDAY, JUNE 17, 1915.

Chicago	3,600	15,000	8,000
Kansas City	3,000	4,000	3,000
Omaha	3,500	8,400	5,500
St. Louis	2,200	6,000	5,800
St. Joseph	1,000	3,500	700
Sioux City	500	3,500	200
St. Paul	...	3,500	...
Milwaukee	...	1,750	...
Louisville	...	1,500	5,300
Detroit	...	4,024	...
Cudahy	...	3,500	...
Wichita	...	3,659	...
Indianapolis	...	1,000	...
Cincinnati	400	3,400	2,600
Buffalo	25	3,200	100
Cleveland	...	2,000	...
New York	983	3,200	3,760

FRIDAY, JUNE 18, 1915.

Chicago	1,000	11,000	5,000
Kansas City	100	1,500	500
Omaha	300	6,000	5,500
St. Louis	800	5,000	1,800
St. Joseph	100	1,800	...
Sioux City	200	4,500	1,300
Fort Worth	1,900	...	...
St. Paul	1,800	6,500	300
Oklahoma City	600	700	...

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The hide markets are booming. Prices are sensationally high, but extreme quotations fail to stop trading. Sales of packer hides since last report amount to more than 100,000. There was also an active movement in country hides. Killers freely predict 25c. as a coming price for native steers and cows.

### Chicago.

**PACKER HIDES.**—Over 100,000 packer hides moved this week at prices decidedly stronger than prevailed in the preceding period and higher than either sellers or buyers had expected for some time. Tanners are finding themselves short of raw materials to apply on leather for foreign and domestic leather orders and are being forced to cover for their immediate and expected needs. The shutting off of the European supplies of heavy weight hides in a measure causes the active domestic market. Every selection on the list sold with the exception of branded bulls. Native steers sold at 24c. for about 26,000 April, May and June hides in a number of transactions. A car of January extremes light native steers brought 20½c. and a block of 5,000 January through April kosher native steers moved at 20c. A bid at 22c. was reported for May kosher native steers and declined with 23½c. asked. Spread native steers sold at 27c. for one packer June to January slaughter, estimated at about 7,500 hides. It was reported that another killer moved his spreadies, but he denied it. Texas steers moved at 21½c. and 20½c. for about 8,000 May heavy and light weights respectively. Another trade in 8,000 June heavy weights was effected at the top rate of 22c. Lights are now held at 21½c. and extreme lights at 21c. for June kill. Butt branded steers were sold by three packers to the extent of about 12,000 June hides at 21½c. This is an advance of ½c. over previous sales of June. Colorado steers were sold by several killers at 20½c. for about 20,000 May hides. June slaughter is held at 21c. Stocks are moderate as this class of cattle is not slaughtered heavily in the summer. Branded cows went at 20c. for two cars of April and May hides early in the week. There was a report around of movement at 20½c. which could not be confirmed. Heavy native cows were sold in connection with underweights to the extent of about 8,000 June hides at 24c. Light native cows brought 24c. for a block of 5,000 June forward kill by one packer. Some sellers are demanding 25c. for business in light cows of late slaughter. Native bulls sold at 18c. for 2,500 January to June hides and 3,000 June to January hides sold at 19c. One packer did the trading. A bid at 19½c. was recently made for June forward kill to a seller handling lighter average weight hides. The bid was declined and 20c. demanded. Branded bulls were not sold. The nominal market is considered at 16c. for winter goods with rates ranging up to 18c. asked for ahead kill.

Later.—Packer market holds strong. There is a good demand but the extreme prices are retarding free movement. Lot of 2,000 July native bulls sold at 20½c. June Colorado steers sold quietly a few days ago at 21c., only a small lot was involved. Bids are reported made for more spready steers at 27c. packers were asking 28c.

**COUNTRY HIDES.**—Tanners lent good support to the country hide market in the period under review. As in former weeks, the heavier end of the hides were in best call. Heavy steers sold at 20c. for a car of all number one fall stock. No other trading reported. Nominal market for current quality would be 18c. Heavy cows went at 17½c. for three thousand current receipts, all long haired and 75 per cent. seconds. A lot of heavy cows were included in a trade of 3,000 45-lb. and up hides at 17½c. of similarly described quality as noted above. Buffs sold at 17½c. for 3,000 45 lb. and up hides. A couple of cars of seasonable goods with a sprinkling of short haired hides included brought 18c. and a car of Ohio buffs running over 65 per cent. short haired and firsts brought 19c. f. o. b. Local sellers are now demanding 18c. for original run of stock. No seconds were sold alone although there was a moderate call for them. All weights of seasonable country hides are selling from the originating sections at 17 to 18½c. delivered basis as to quality; outside rate for good stock running largely to short haired hides. Extremes were not reported moved. As high as 19c. would be paid for picked over hides. Current receipts are quoted down to 17c. for the poor lots. Branded cows were quiet. Stocks are well reduced through recent heavy trading on a 15½c. basis for country lots flat. Sellers now talk up to 16c. for such hides. Country branded hides are steady and quoted up to 17½c. last paid delivered Chicago basis for best lots containing a fair percentage of steers. Bulls sold at 15½c. for a couple of cars of country run and another car went at 15½c.

Later.—Market is strong. Business is made under cover for special selections at high prices. Car of Ohio Buffs, 75 per cent. short-haired sold 18½c. at Ohio point. Local buffs and heavy cows quoted 17½c. for winter hides, 18c. for mixed hair and 18½c. for extra nice selection.

**CALFSKINS** were dull. First salted local city skins are quoted at 19c. nominal and last paid; collectors are talking 19½c. but fail to attract any business; outside city skins last sold at 18½c.; this is considered full value. Packer skins sold at 22c. for one car of April and May kill. Further lots of May skins are available at 22c., but buyers' wants were small and for imperative needs. Country calfskins quoted down to 17c.; Deacons are dull at 80 to 90c. and light calf at \$1.00 to \$1.10. Kipskins were lifeless. Country run last sold at 17c. This would be accepted for further lots although most dealers talk 17½c. in line with advance registered in other grades. City skins are quiet and quoted nominally at 17½ to 18c. for business; packers are lifeless at 19 to 21c. asked as to salting and seller.

**HORSEHIDES** are displaying more activity. Country run of hides is bringing \$4.25 and some good hides containing a few cities are worth \$4.50, this rate being bid for more. City hides moved up to \$5.15. Seconds are quoted at the usual \$1 reduction with ponies and glues out at \$1.50 to \$2 and coltskins

at 50 to 75c.; unsold stocks are still ample.

**HOGSKINS** continue to meet with good demand from local dealers for all small parcels as fast as available at 55 to 65c. for the regular country collection with the rejected pigs and glues out at half price, No. 1 pigskin strips, either pickled or frozen are quoted at 10½c., No. 2's at 9½c. and No. 3's at 6c. Recent sales on the above basis.

**SHEEP PELTS.**—Wool skins are practically all gone except for a few odd country lots which have been accumulating for some time. Packer shearlings are a little slow, but pullers display a willingness to operate at 65c. for stocks on hand. Sellers talk 67½ to 70c. for their goods. Spring lambs are quoted up to \$1 asked as to quality and seller. Country wool skins are quoted at \$1 to \$1.50 average as to quality with moderate trading within that range. Country shearlings and spring lambs are quoted at 50 to 75c. asked as to quality. Dry western pelts are steady at 16½ to 17½c. for business; outside asked for the best Montana and Wyoming skins.

### Kansas City.

An active week and higher prices. Sales show a surprisingly good all around general demand at the highest prices almost ever known, as every selection was included in this week's trading, and the sales were well distributed among a good many different buyers. Quite naturally, the packers feel there is hardly any end to the advances they may be able to get. Spread native steers sold to the extent of 3,000 to 5,000 at 27½c. for stuck throats, 26½c. for kosher, June 1, 1915, to January 1, 1916, take off. In native steers the bulk of the trading was at 24c. for May and June probably 20,000 or more selling on this basis. One of the packers secured 20c. for 5,000 January to April, inclusive, kosher native steers which is the price the stuck throats sold for recently. A further movement of extreme light native steers February-March take off at 20c. for about 3,000, and later 1,000 Januarys brought 20½c. The market is now considered very firm at 21c. for February-March, 23c. for April, 24c. May and June and 25c. July. In butt brands the market is now established at 21½c., some 15,000 to 20,000 June salting bringing this price, although we understand some 7,000 Mays were included by one packer at 21c. in order to get 21½c. for the June. The market is considered very strong at 21½c., with July's held at 22c. or more. There are still a few earlier salting being offered at 19½c. for February-March, and 20½c. for April. In Texas steers 6,000 to 8,000 June salting heavies brought 22c., and 5,000 May salting heavies were sold at 21½c., part of which included a few hides running back to January 1. About 7,000 May salting light and extremes were sold, it is rumored, at 21c. for both weights. Texas are now all cleaned up previous to June, and June are (Continued on page 43.)

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PACKER HIDES**

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## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, June 16.

Every decline in the steer trade is followed by a quick and decisive recovery, which in our opinion is conclusive evidence that we can figure on at least a well sustained cattle trade during the near future and a decidedly higher level of values will undoubtedly prevail during the late summer and throughout the fall months. For the time being, however, we probably will get a sufficient supply of well-fatted cattle to supply the requirements of the trade; also the market appears to be very sensitive and susceptible of the slightest influence. Monday's receipts were liberal and totaled 17,936 head, and as a consequence the market ruled very dull and 10@15c. lower, Tuesday's trade being steady at the decline with a nominal Tuesday run of 3,198 cattle, but on Wednesday receipts were curtailed, being estimated at 13,500, and as a consequence of the limited offerings and a settlement of the strike the trade ruled active and 10@15c. higher, thus regaining Monday's decline and putting values back to practically the "high point" in the trade. While the market on the good to choice corn-fed she-stuff is holding up fairly well and has not suffered so very much decline, everything else in the butcher-stuff line, including bulls, is off fully 50c. cwt. as compared with values current ten days ago. We expect that any serious decline in the market will be followed by curtailed receipts and a recovery during the month of July; in fact the moderate mid-week run of cattle on Wednesday of this week is indicative, we believe, of perhaps some temporary reaction within a week or ten days.

The June movement of hogs is well under way and the supply is fully as liberal as expected; in fact, the first of the week it looked pretty "hoggy" all around the market circle, and the big operators all acted very bearish, and as a consequence the market eased off fully a quarter on Monday and Tuesday, while on Wednesday with a run of 25,000 hogs the trade showed a slight recovery and ruled about a nickel higher with the bulk of the choice light and light butcher grades selling \$7.50@7.60, top \$7.65; medium weight butchers, \$7.40@7.50; mixed packing and heavy grades \$7.20@7.30 and rough heavy packers in small lots are going at a big discount and selling anywhere from \$6.50@6.90 cwt. The "bullish" tendency of a few weeks ago has given way to a somewhat "bearish" feeling, and while after such a sharp decline some reaction within a few days will be logical, yet it is evident that receipts will be liberal enough to prevent any big, permanent upturn in prices until later in the summer.

Slaughterers have been quite successful in forcing declines in sheep and lambs since the opening of the week. Monday's close saw the crop cleaned up with lambs 75c. and sheep 25c. lower than last week's close, while another decline of 15@25c. took place on Tuesday, and up until 10 o'clock Wednesday morning it looked as though the day's receipts would go over the scales at a still lower basis than Tuesday's average, as up until that time no bids of over 10c. have been made on choice lambs. To expect that good spring lambs will sell much above 10c. and ewes above \$5.25 is more or less a speculation. Several shipments of Washington yearlings, averaging close to 90 lbs., have sold during the past few days at \$8.50@8.75. They were of excellent quality and well finished. A few consignments of Idaho lambs

and yearlings are expected next week. A feature of the trade is the unusual slack demand on poor to medium fleshed clipped lambs and yearlings. We quote: Good to choice lambs, \$10@10.25; culls to medium, \$7@9; good to choice yearlings, \$8@9; poor to medium, \$6.50@7.50; culls, \$4.50@5.50; fat light ewes, \$5.25@5.40; poor to medium and heavy, \$4.50@5.25; culls, \$3.50@4.25.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., June 16.

With the light run of cattle, only 13,500 for the week ending today, the market is showing unusual activity and higher prices on all grades. It is true there was a sharp break in prices on Monday, but on Tuesday and Wednesday the upturn was just as sharp. Heavy beef steers are in demand, and the highest prices of the season are being paid. On Wednesday two loads of Missouri fed steers averaging over 1,500 lbs. brought \$9.15, and two loads of prime yearlings found early sale at \$9.30. Good to choice heavy steers range from \$8.75@9. Mixed yearlings and heifers are in equally good demand, and are selling for the best kinds from \$9@9.35. The bulk of the good heifers are selling from \$8.65@9, with the most of them going close to the top. Choice cows are selling from \$7@7.35, good cows from \$6.60@7. Of the total receipts this week 3,750 head were on the southern side. The break on Monday was more particularly in this division, but by Wednesday the market had about gotten back to the close of last week. Several trains of south Texas grass steers ranging in weight from 925 to 1,100 lbs. sold variously from \$7.10@7.65 on Wednesday. They show a full advance of 25c. over Monday's prices.

The hog receipts for the week were light, amounting to only 41,300 head. The market is some lower than the end of last week, but it is characterized by active trading both on the part of the packers and of the order buyers. Mixed and butcher hogs are quoted at \$7.45@7.70; good heavy hogs, \$7.55@7.65; light hogs, \$7.60@7.70; the bulk of all sales, \$7.50@7.65.

Receipts of sheep were 17,700 this week, of which the greater proportion were lambs. The sheep market has held steady and active, with prices on ewes ranging from \$5.25@5.50. Yearlings are worth up to \$8.50 for the best kinds. The lamb market shows a very sharp decline. Clipped lambs are quoted at \$8.50@9.50; spring lambs are selling at \$7.50@10. A few small lots of choice lambs brought up to \$10.35 on Wednesday, but the top of the carlot sales was \$10.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, June 14.

The Kansas City cattle market held steady to strong in the face of weaker prices elsewhere. Here the run was moderate, being about 2,000 less than a month ago, and about the same as a year ago. Quality, however, was well suited to local and shipping needs, carrying enough finish to interest the special trades and at the same time enough medium beef to make up the rank and file for killers' use. In the finished classes of heavy, mediums, and lightweights, sales were reported at \$8.75@9.15, the latter price being paid for a load of 779-pound steers and heifers, mixed. Western steers sold at \$8.25@8.75. On the quarantine side, sharp competition was evi-

dent and prices ruled strong to 10c. higher. About 19 carloads were on sale. Steers brought \$6.50@7.65. The supply of stockers and feeders was short of requirements, and prices ruled strong to 10c. higher, and, quality considered, the highest this year. Inquiries are increasing from Eastern States. Last week an Illinois feeder took a carload of 735-pound steers and heifers, mixed, at \$8.80.

Packers here are having trouble to keep the hog market down to Chicago's level, and last week they paid more here than in Chicago. Today they started to line-up the market by taking off 25@30c., but in that they were not fully successful, and their purchases averaged as high as at the lake market. Shippers paid up to \$7.75, and packers' droves cost \$7.25@7.50, compared with \$7.15@7.50 in Chicago.

Increasing supplies in the East and lower prices sent spring lambs off 50@75c., making a break of \$1.25 in the past four days. The top price today for springs was \$10.35. Sheep were off 15@25c.

### OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., June 15.

Receipts of cattle have kept up rather better than dealers expected, last week's supplies being about 17,200 head, or 5,000 more than a year ago, the increase for the first half of June as compared with a year ago being about 15,000 head. The feature of the trade lately has been the increase in the spread of prices between choice, well finished beeves and half fat and grassy grades. Choice cattle are fully 10@15c. higher than a week or ten days ago, while the grassers are around 15@25c. lower. Prime yearlings sell up around \$9@9.15 and prime heavies around \$8.75@9, fair to good 1,000 to 1,300 lb. cattle selling at a spread of \$8.30@8.60, and grassers and half fat steers anywhere from \$7.25@8.25. Cows and heifers have had much the same experience as beef steers, and the range of price widened out very materially. Poor to prime stock is going at a spread of \$4@8, and the fair to good butcher and beef stuff at \$5.50@6.50. Veal calves continue steady to strong at \$8@10.50, and bulls, stags, etc., somewhat easier at \$5.50@7.25.

There is usually more or less of a break in hogs during June. So far this month supplies have been almost 40,000 heavier than a year ago. The trend of values for the past week has been downward, and values are now right around 25@30c. lower than one week ago. Light and butcher weights are favored by the local packers and shippers, while heavy hogs are selling at the bottom of the list. With 8,500 hogs here today the market was 5 lower; tops brought \$7.25 as against \$7.60 last Tuesday, and the bulk of the trading was at \$7.05@7.15 as against \$7.35@7.50 one week ago.

The past week witnessed the sharpest reaction in sheep values that has occurred this season. Although supplies have been of a very moderate proportion the market reacted sharply from recent high levels, and lambs are 50c.@\$1 lower than at the high point ten days ago. Other grades have not suffered so much and are finding a very fair outlet at present. Best spring lambs are now selling around \$10.50 and best ewes around \$6.

### NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JUNE 14, 1915.

	Beeves, Calves,	Sheep and	
	lamb.	Hogs.	
New York City .....	1,883	7,924	27
Jersey City .....	3,571	4,849	21,492
Central Union .....	2,330	301	8,005
Totals .....	7,784	13,074	29,554
Totals last week .....	8,768	12,322	28,314

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Conway, S. C.—The Quattlebaum Light & Ice Co., has been incorporated with Paul Quattlebaum as president; C. P. Quattlebaum, vice president, and McQ. Quattlebaum as secretary and treasurer. Capital stock \$30,000.

## ICE NOTES.

Blakely, Ga.—The City of Blakely has voted to establish a municipal ice plant.

Negaunee, Mich.—Winter and Sues are erecting a new warehouse and refrigerating plant.

Moody, Texas.—Fire destroyed the plant of the city water works, also ice plant and reservoir.

Ponca City, Okla.—As the result of an explosion, the plant of the Ponca City Ice plant was destroyed.

Lone Mountain, Tenn.—A cold storage house will be built by the Lone Mountain Milling Company.

El Paso, Texas.—Plans are being made by the El Paso Ice & Refrigerator Company to build a creamery.

Manassas, Va.—The Davis Brothers' Ice and Fuel Company have purchased the ice plant owned by E. L. Cornwell.

Yuba City, Cal.—Fire destroyed the dairy buildings near Bridge street, belonging to A. Pool, causing a loss of about \$1,000.

Thomasville, Ga.—The City of Thomasville will vote on bonds to improve the water and light plant and to build an ice plant.

Denton, Texas.—It is reported that J. B. Hobson, Dr. F. J. Craddock and others are interested in the establishment of a creamery.

Harlan, Ky., W. H. Hunter, of Elizabethton, Tenn., will build an ice plant and water works at Harlan, which will cost about \$50,000.

Houston, Texas.—A two-story building to cost about \$4,000 will be erected on Buffalo Bayou by the Houston Ice & Brewing Company.

Savannah, Ga.—Fire, which was caused by sparks from a smoke stack, damaged the plant of the Knickerbocker Ice Company at Best and Bull streets.

Waterport, N. Y.—The Growers' Cold Storage Company, Inc., recently incorporated with a capital stock of \$50,000, will build a cold storage plant with a capacity of 50,000 barrels.

Worcester, Mass.—Contract has been awarded by Genery Stevens & Con, to erect a cold storage plant at 58 Bridge street, four stories, 55 x 48 feet, and of brick construction.

Oklahoma City, Okla.—Accumulated gas caused an explosion in the basement of the Oklahoma Ice & Cold Storage Company, 608 South Broadway, and completely demolished the plant. Damage \$20,000; partially covered by insurance.

## WHERE DOES THE AMMONIA GO?

By J. C. Atwood, General Manager The National Ammonia Co.

"Where does the ammonia go?" is a question frequently asked by refrigerating and ice plant operators who find it necessary to replenish their operating charges, and in whose opinions losses from leakage and purging do not account for the quantity of ammonia required currently to keep the ammonia charge up to an efficient working stage.

Sometimes a complainant advances the theory that the ammonia has just vanished in the system, but this is unintelligent and untenable, as it is a physical impossibility to turn a substance in confinement into nothingness in the same confinement.

Working temperatures in a refrigerating or ice-making system are never so high that pure ammonia can be disintegrated.

What ammonia may do under high working pressures and temperatures in association with oils and other impurities and electric currents it comes in contact with unavoidably in circulating systems, is being investigated by a committee appointed by the American Society of Refrigerating Engineers to determine the causes for non-condensable gases in refrigerating and ice-making systems and a valuable report may be expected from this committee in course.

But it is an incontrovertible fact that ammonia once introduced into a system remains there, excepting what is lost by leakage and purging, and if there are non-condensable gases in the system, regardless of their cause, they, too, will remain unless they escape through leaks or are discharged by purging.

What I desire to call attention to is the possibility of considerable loss of ammonia through apparently inconsiderable leaks.

A late issue of the Scientific American contained an article that stated a leakage of one drop of water per second from a defective faucet would, if permitted to continue, amount to 42 gallons in one month of 30 days, and admonished victims of leaky water faucets to repair them promptly, both because the loss incident to a small leak runs up into a considerable sum in value, and disregard of small leaks encourages a tendency to become slovenly in upkeep of other things.

Reading this article impressed me with the greater seriousness of loss from apparently small leaks in ammonia systems owing to the comparatively greater cost of ammonia than water, and I adduced some figures in that connection I herewith offer for your consideration:

A "drop" is variously defined by lexicographers, but for present purposes "the smallest easily measured portion of a fluid" will suitably define it, and nearly every one, no doubt, has a conception of "A drop in the bucket" as being a part so small as to be negligible.

In liquid measure usage, a "drop" and a "minim" are considered the same and

60 drops	.....1 drachm
8 drachms	.....1 ounce
16 ounces	.....1 pint or pound

From these it is ascertained, multiplying 60 x 8 x 16, that a pound of water contains 7,680 drops.

Now assume for present purposes as we may that a drop of ammonia would, with opportunity to do it, leak with the same facility and successive rapidity as a drop of water; leakage of ammonia at rate of one drop of ammonia per second would in

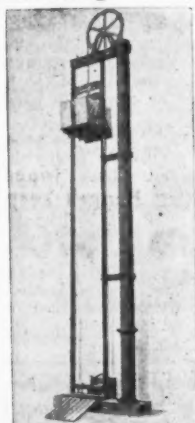
One second.....	1 drop
One minute.....	60 drops
One hour.....	3,600 drops
24 hours.....	86,400 drops
30 days.....	2,592,000 drops
	337 lbs. as water
	210 lbs. Anhydrous

ammonia; sp. gr. ammonia being .6234.

In money value at rate of 25 cents per pound, 210 pounds of ammonia, lost by leakage at rate of one drop per second, amounts to \$52.50.

## ICE HANDLING EQUIPMENT

For Manufactured and Natural Ice Plants  
Cold Storage Houses, Car Icing Stations



Our Machines are Designed and Built with a full knowledge of the requirements of prospective customers.

We offer the Services of our Engineering Department Free.

Are your facilities adequate? If not, write us today.

## ICE TOOLS

for use in every department of your business.

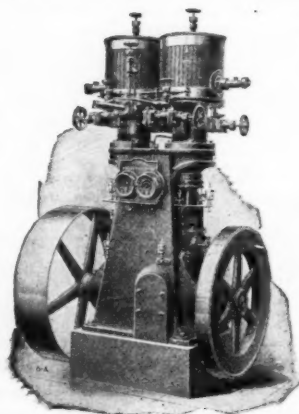
Write for catalog.

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Works: HUDSON, N. Y.

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## FRICK Refrigerating Machines



have so many good features and give such satisfactory service that users constantly acknowledge FRICK the most desirable refrigerating machine on the market.

**FRICK** machines are desired because—

They are built to stand hard usage—

They are durable—reliable—

They are neatly designed—

They lend dignity and confidence to the engine room.

The **FRICK** machine is the bulwark to an up-to-date ice-making and refrigerating plant.

Be sure to ask for our latest Catalog P10.

**FRICK COMPANY, Waynesboro, Pa.**

## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

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**B. B. AMMONIA** may be obtained from the following:

ATLANTA: Manufacturers' Warehouse Co.  
BALTIMORE: Wering Moving, Hauling & Storage Co., T. R. Wingrove.  
BOSTON: 120 Milk St., Chas. P. Duffee.  
BUFFALO: Keystone Transfer Co.  
CHICAGO: F. C. Schapper.  
CINCINNATI: Pan Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co., Est. of Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DALLAS: Oriental Oil Co.  
HAVANA: O. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuie & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Union Warehouse, Kentucky Consumers Oil Co.

MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: American Oil & Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasselcher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PORTLAND: Northwestern Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Eng. & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.; R. Zuck, Jr.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

**WATCH PAGE 48 FOR BARGAINS**

While I have used the term "drop" it is not to be assumed the ammonia leakage must necessarily be as a liquid, as ammonia leakage is usually as a gas, and the same amount of ammonia that leaks in a second as a gas or a liquid is meant to be understood.

There are several possible sources of leakage in an ammonia system, among them, around the compressor rods; from the condenser coils, and from the expansion coils, whether exposed in every direction upon surfaces of the appurtenances confining it.

It is easy to imagine leakage equivalent to rate of one drop per second from two or more of these several sources, if not from any one of them, which would total in amount in one month 210 pounds of ammonia and \$52.50 in value, but this rate or amount of loss even from a plant of comparatively large capacity is an exception rather than a rule, and testifies to the generally good mechanical condition in which plants are installed and maintained and the skill with which they are operated.

There is, however, nothing mechanically perfect and skill, however good, is subject to the factor of human error, and while there occur occasionally cases of phenomenally economical ammonia use, they are due to fortunate conditions that may alter at any time through natural wear and tear, change of engineers or other contingencies that attend course of operations.

Leaks often develop at inconvenient seasons, and sometimes the alternative of enduring them for a period is less expensive than would be a shut down to stop them. But age-long wisdom admonishes us that "One leak will sink a ship." Also, "Do not despise small things." And I therefore again remind you that ammonia leakage at rate of one drop per second aggregates 210 pounds in one month, and urge you to those precautions of preventing them and not neglecting to stop those that develop, even though apparently negligible in size, as soon as possible.

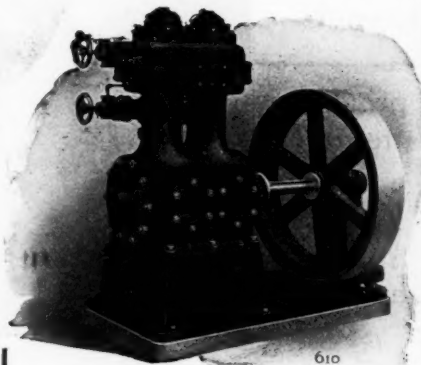
It is difficult to reconcile with his apparently better interests advice coming from an ammonia man to prevent and stop leaks. I would like to explain that economy in ammonia use depends on the mechanical condition in which plants are maintained, the skill with which they are operated and the good quality of the ammonia employed. Bearing on extent of ammonia used, these considerations occupy relatively in importance the order in which they are stated, and all reputable ammonia manufacturers desire that their customers experience reasonable economy in ammonia use.

**AN IDEAL ENGINEER FROM THE MANAGER'S STANDPOINT.**

By C. I. Day.\*

Is it not true that ideals, whether they be president's, manager's or engineer's, have characteristics so general in their application that qualifications that make the ideal engineer could not be equally as well applied

\*Read before the Southern Ice Exchange.



## YORK CO

Plants have been successful in every field where refrigeration is used. As an evidence of this we call attention to the fact that from 35 to 40% of all the Refrigerating Machines sold each year in the United States and Canada are York Machines.

Therefore we believe it will be to your interest to consult us freely as to your requirements. If you have any problems to solve, we can help you in a practical way. So much depends on getting started aright.

May we figure on your needs? The YORK Organization is at your service.

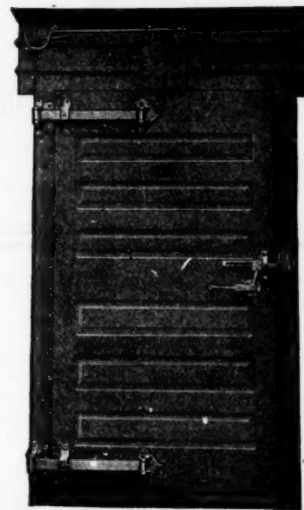
### York Manufacturing Co.

(Ice-Making and Refrigerating Machinery exclusively)

YORK, PA.

We have an interesting exhibit in operation in the Palace of Food Products at the Panama-Pacific International Exposition.

## DOORS



### For Cold Storage and Freezers

Have you ever examined our **JONES or NO EQUAL** types of Doors, and noted the heavy material used in construction, or how the massive Jones Automatic Fastener and Jones Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 68-page illustrated catalog upon request.

**JAMISON COLD STORAGE DOOR CO.**

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**R**EMEMBER, the slightest impurity in your ammonia hinders the perfect working of your entire refrigerating system. This means big money-loss for you.

Give Armour's a thorough, practical test in your own plant. Note the 100% service, the economy and satisfaction.

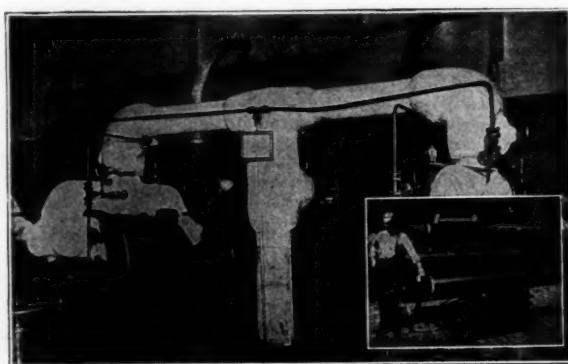
We test each cylinder before shipping. Sold subject to your test before using.

Stocks carried at all principal shipping points. Write for information.

**The Armour Ammonia Works**

Owned and Operated by Armour and Company

**CHICAGO**



by an ideal manager or an ideal president? For instance, who could imagine an ideal engineer who did not have strength of character? It is true we could probably find numerous engineers who could successfully maintain and operate a plant to the entire satisfaction of the manager, but at the same time, would the manager consider the man in the light of an ideal if he had neither character, education nor ambition?

It is under the classifications of character, education and ambition that I qualify an ideal engineer from the manager's standpoint; character, in that it applies to his involuntary personal characteristics; education, that factor qualifying him as an engineer; ambition, that characteristic which causes him to establish an ideal for himself and furnishes the motive power that impels him towards success.

Character is a latent quality, a quality born and bred in a man. It is a force that dictates to him, whose dictates he cannot impart. In other words, it is as closely associated with the man as his features themselves. While we consider character as the initial qualification of our ideal, at the same time I believe that the force of character is so deeply impressive that it is unnecessary to dwell upon this point any further.

Education as a qualifying characteristic of an ideal engineer should be considered in its broadest sense. Under education we would include experience, training, and, in reality, the acquisition of all knowledge, whether it be by the hard knocks of actual practical experience, or whether it be by the acquisition of knowledge from technical schools, correspondence schools or colleges.

We can read, study or be told a great many things in a great many different ways, but when it comes to the acquisition of actual operating knowledge, I firmly believe that it can be acquired only by practical experience. Practical experience is a valuable teacher in that more senses are brought into use and the impressions so gained could

not be acquired in any other manner. Again, I believe that the engineer should be initiated as a fireman and should pass through the various stages, omitting none, until he comes to the point that we may consider him as our ideal. The practical knowledge should be gained by experience with various makes of machines, including therein the renovation of old properties.

The blending of school education with practical experience is one of the fine points in the construction of our ideal, and in the use of the term "blending" I have in mind its fullest sense.

First, I think an engineer should have a good high school education. After this I think his instruction should be received at the time he is acquiring his practical training. In other words, his instruction should be blended with his practical experience; or while firing he should make a study of boilers, and so on up, until, when he arrives at the stage of an operating engineer he would have had a practical as well as a technical education, gained through the medium of a correspondence school.

I do not wish to be understood as depreciating the value of a college education. On the other hand, if our ideal has the qualities necessary to make him such he will have shown a closeness of application and a persistency that is necessary to make a correspondence course valuable, and I firmly believe that in our case this will give him all the collegiate education necessary.

The education of our ideal would not be complete unless he had been a student of human nature, in that it is only by his knowledge of this important feature that he is able to control his subordinates in the construction of an organization in which there will be harmony and from which he will derive the maximum results from the inherent mental and physical characteristics of his subordinates. In other words, he should be an organizer.

An engineer may be thoroughly conversant with the technique of his subject; he may

be able to make repairs, keep his plant constantly running, and yet he would be sadly lacking in what I consider one of the fine qualifications of an ideal engineer from the manager's standpoint, if he did not have the knowledge of the value of a dollar. I believe the lack of this knowledge has been the limiting feature in the success of many a good engineer.

The ideal engineer should have a thorough knowledge of the cost of everything with which he comes in contact. He should keep a memorandum book and keep the various costs of jobs therein. The knowledge of cost of output should be familiar to him, also the knowledge of rate of depreciation of the various parts of his plant.

Or, in other words, his education should not only cover the ability to operate continuously, a thorough knowledge of the technique of his subject, but these should only be training towards the end that in the maintenance and operation of his property he should be able to get a maximum return on the expenditure of every dollar.

Perhaps my characterization so far has been too idealistic, but our subject is that of ideals and we expect our engineer to have an ideal, and that ideal should be no other person than the manager himself. In fact, we question whether it would be logical for the manager to establish an ideal engineer.

He could not treat of the subject of an ideal without his being within an ideal organization, and such an organization should furnish opportunities for his advancement and his success, and while it is true that there are engineers whose ambition may be strictly on the lines of wishing to be authority or consulting engineer, at the same time, I believe that insofar as we are treating of an ideal engineer from the manager's standpoint, our ideal should hold his manager as his ideal, and that his ambition should be to acquire the management of the property, and all of his character, education and ambition combined should be such as to enable him to progress.

## FOR PURCHASING DEPARTMENTS

### MOTOR TRUCK DELIVERY SAVING.

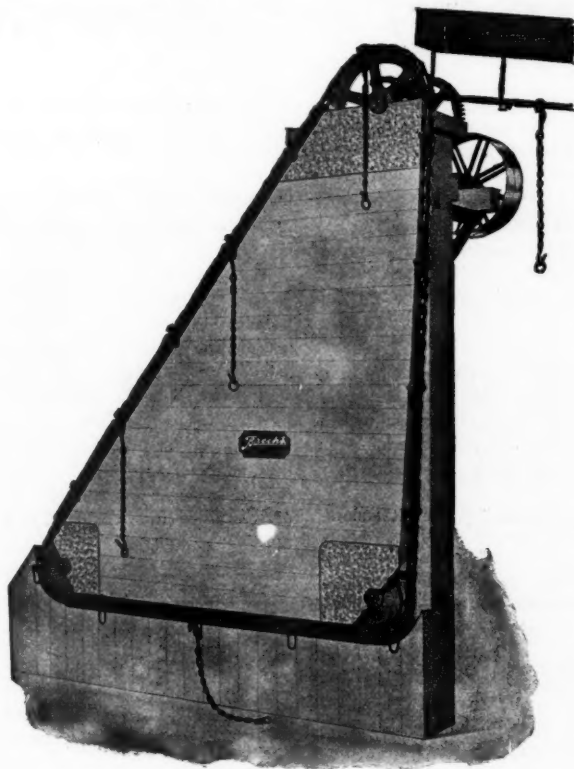
According to letters which are being received from Federal truck owners throughout the country, the superiority of motor equipment over horse-drawn wagons and trucks is becoming to be more appreciated daily. Farmers, especially, are enthusiastic about motor trucks, dairymen asserting that hundreds of

handle, and the vexation of the killer's life. In the old days an unlimited expenditure of muscle and profanity accomplished the desired result.

The modern packer, who saves everything that can be saved, has found it necessary to eliminate the losses due to injuries and bruises in handling hogs. Hog meat is worth

portant in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market, and it costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.



THE "CRESCENT" HOG HOIST.

dollars are saved yearly as a result of using motor trucks instead of teams.

A letter received by J. F. Bowman, director of sales of the Federal Motor Truck Company, from a dairyman, illustrates the manner in which the motor truck has revolutionized the dairy business. "For a while our delivery was made by teams, but about 15 months ago we disposed of the teams, purchasing a 40-horse-power truck," says the letter. "During this time we have averaged over 30 miles a day, and the truck has taken the place of six horses and two wagons. One man is doing the delivering where it formerly required two.

"Our trips average 30.5 miles from the time we leave the farm until we return. Trips are made in two hours and 55 minutes, and 75 gallons of milk, all of which is put up in quart and pint bottles, delivered.

"With the truck we can place our milk on the market in less than one-half the time required by using teams, which has almost entirely eliminated complaints."

### THE CRESCENT HOG HOIST.

One of the troubles encountered by the hog slaughterer from time immemorial has been getting the hogs on to the sticking rail with the least possible waste effort and injury. The hog is a notoriously slippery animal to

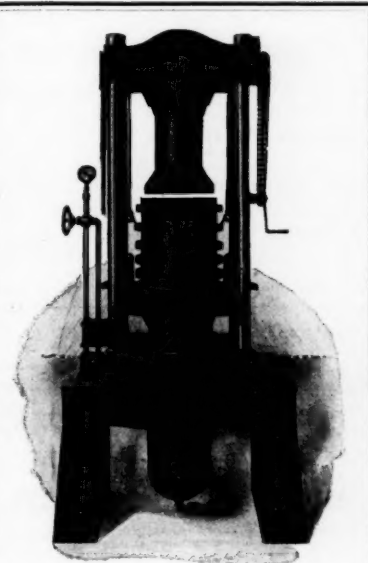
money today, and every damaged ham or broken leg is a computable loss. Therefore the ingenuity of packinghouse machinery designers has been turned toward devices which would avoid all causes of loss possible.

The "Crescent" hog hoist is one of these devices. It is made on the latest apex type, with an easy incline, entirely eliminating the danger of broken legs and damaged hams. The base is long, giving plenty of room for shackling the hogs, which are delivered to the rail about 4 inches from the top of the hoist. The hog shackle engages the rail with a sliding motion, which takes up the jerk caused by the kicking hog.

This hoist can be made either left or right hand, of any desired height and length of base, and either with tight and loose pulley for belt drive, or with a direct drive from a motor set in the frame. The "Crescent" hog hoist is manufactured exclusively by the Brecht Company, St. Louis and New York.

### KEEP YOUR PROVISIONER ON FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or im-



*Mount Gilead*

**Hydraulic Scrap  
(CURB)**

**Presses**

**ANY size and ANY capacity to suit ANY requirement. That in brief covers our line of hydraulic curb presses.**

We have been helping some of the biggest butchers and packers all over the world to squeeze golden profits from their waste products for nearly 40 years. We can also assist you.

We also build hydraulic presses for Tankage, Garbage, Fertilizer, Feed, Lard, Grease, Oleo, Stearic Acid, Etc. Herb, Sheep Skin, Chamolis Skin, Leather, Tanners' Yolk, Beet Sugar, Chicory, Chocolate, Oil and Laboratory Presses and Equipment.

Ask your jobber about our presses or write us for free catalog.

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MOUNT GILEAD, OHIO**

**Eastern Office: Room 119-Q, 39-41 Cortlandt  
St., New York City**

# Chicago Section

William Jennings Bryan quit—nuff sed.

Board of Trade memberships are selling around \$2,900, net to the buyer.

Made up your mind to answer any and every letter you receive yet? If you haven't, *Do!*

They are *all* right in this war, to hear them tell it, except—those that are wrong!

If you really want to know just how much or little of a tinhorn a man is, listen to his wife.

Crime is a disease unquestionably, and should be treated accordingly. Get that in your bonnet.

"It's a weary, weary world we're traveling through the noo!" And we pass through it but once. Get that?

Every fighter knows when he loses his temper that he is about licked, and as a rule he is. Moral: "Keep yer noodle."

You may have—but have you?—ever run into a real decent street car conductor? And yet they want the public's sympathy!

Swift & Company's sales of beef in Chicago for the week ending Saturday, June 12, 1915, averaged as follows: Domestic beef, 11.43 cents per pound.

Hobson has a fine chance now to swap his Jap menace for a more possible one and make good, providing said menace is not wiped off the face of the earth.

Why should any man "tip" any employe for doing something he is paid (or underpaid) to do? Don't we pay enough for what we get, without paying for paying it?

**J. B. ZIEGLER & CO.**  
MEATS, LARD, OLEOS,  
FUTURES,  
GREASES, TALLOWES,  
ETC.

Write for our MARKET LETTER  
WEBSTER BLDG., CHICAGO

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PACKING HOUSE EXPERTS  
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WE DESIGN AND REMODEL  
PACKING PLANTS.  
ALLIED INDUSTRIES.  
ICE FACTORIES.  
COLD STORAGE BUILDINGS.  
WRITE US.

As an asset for Germany "Doc" Dernburg was a fizzle, worse than a liability. Some are so rude as to say that he flagrantly insulted American intelligence.

Mayor Bill Thompson does not look like a second term, any more than Governor Dunne looks like a presidential possibility. He hasn't stood by the boys—and they elected him!

A reader in the far South writes to say that the Chicago Section is the first page he turns to every week. Thanks, friend! It's nice to get bouquets as well as bricks, occasionally.

Now is the time to decide whether you are an American (no hyphenated stuff goes) or not. If your naturalization is a mere "scrap of paper," duck to the old country, where you belong.

If a whole lot of the guys who are writing letters to the papers, boosting a certain country and its people, would sign their names anything but smearcase, they'd make a bigger hit here.

With Bryan quitting and Roosevelt endorsing President Wilson, Prexy had better kinda do a little thinking on the side. As one writer remarked, "They may be loved or feared, or neither."

World conditions considered, how can any sane person be a bear? No particular continent or country is a unit. It takes this whole world, as we know it, to make a unit, and it must be so considered.

There's a dif between a Colonel and a kernel. One rises (or should) to the title through military ability and deservedness, and the other is the inside of a nut. There are too many Colonels of a certain kind.

Somehow Jess Willard does not strike the American sporting fraternity as such a much. He was lucky enough to pull through the

Johnson grind (and it was a grind for Jess) but he ain't been through the Coffey mill yet.

Before we blow up on Willard, let's get a better line on him. We cannot forget Jack Johnson, counted out with his arms over his face to keep out the sun, and incidentally to cover the "golden smile" while being counted "out."

Our mutual friend "Con" Yeager, (by the way, his old man was sure "hep" when he christened him) tells us he has sold out to Wolf, Sayer & Heller, but will conduct the business for them on a larger scale than ever—which means going a few!

We are reliably informed that packing-houses "in the Yards" are also busy, as well as those East of Halsted street. No discrimination was intended in specifying the latter in a recent paragraph. Of course, they're all busy; why shouldn't they be?

If anyone can explain why, when 75 per cent. of them have been out of work and living on someone else all winter and the time arrives when they could make good and pay up, they go on strike? "Business agents" will now buy a few more flat buildings, please.

Samuel E. Dunham, vice-president of the Davidson Commission Co., died very suddenly on June 10th. Mr. Dunham was an old-timer on the Board of Trade, popular and respected. He reached the 65-year mark and looked good for at least ten years more. But acute gastritis took him off in the midst of his heyday.

It has been announced that the fertilizer business of Sulzberger & Sons Co., at Chicago, will be handled in the future by O. D. Sloan at 1020 Rookery Building, Chicago. Under the management of Mr. Sloan the fertilizer department will have special attention, with the view of developing it to a great extent.

"O, promiss me, meself, sumpin', every-

**CHEMICAL & ENGINEERING CO.**  
Expert Assistance.  
CHEMISTS. BACTERIOLOGISTS.  
Chemical control of Packing Plants. Yearly contracts solicited.  
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**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
Specialties: Packing Plants, Cold Storage,  
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**The Davidson Commission Co.**

Brokers in  
SOAP and CANDLE MAKERS' SUPPLIES  
COTTONSEED OIL and PRODUCTS  
Packing House Products TALLOW, GREASES, OILS  
Write us, keep in touch with us.  
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ANHYDROUS **SUPREME** AMMONIA

Drop a line for a demonstration

Supreme Means { Less Power—Less Coal—Less Expense  
More Refrigeration—More Satisfaction—More Efficiency

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**TALLOW, GREASES,  
HORNS, HOOFS,  
BONES, FERTILIZER,  
GLUE STOCK**

**OLDEST IN THE GAME  
GET ACQUAINTED!**

T. A. Boyer, Pres. G. Summer, Secy. & Treas.  
S. R. Tomkins, V. P.

**TOMKINS-SUMMER CO.**

BUY AND SELL

**HORNS, HOOFS, BONES,  
GREASE, TALLOW, TANKAGE,  
FERTILIZER MATERIAL,  
GLUE STOCK, ETC.**

**POSTAL TELEGRAPH BUILDING  
CHICAGO.**

**The Ceres Trading Co.**

INCORPORATED

IMPORT AND EXPORT  
**PACKING HOUSE BY-PRODUCTS  
AND**

**FERTILIZER MATERIALS**

No. 1 Wall Street, New York  
COMMERCE BUILDING, CHICAGO

thing!" is the first, last and only lay of the mayoralty or any other old candidate, mostly. They're much alike. Voters should worry and throw fits at the next election, or any other election, because the other guy doesn't agree with them. Political candidates, like the belligerents in the war, are not worth fighting about. Let 'em rave.

A friend in Virginia, who says he is a Swede by birth, but who is evidently thoroughly Teutonic by education, grieves over the occasional persiflage indulged in at the expense of Kaiser Bill in this column. The Packing-town Pessimist is no respecter of persons, and King Gawge and Czar Nick have not been immune. We will acknowledge that you should not read this column if you can't take a joke.

Capt. Joseph A. Boyer, veteran of the Civil War, and for many years head of Swift & Company's fertilizer department, who retired about five years ago, was a visitor in Chicago for the past week, and met all his old-time friends. "Joe" is now 80, and hale and hearty, and lives in Washington, Iowa. If you pass that way he will be pleased to meet you. Tom Boyer, president of the Tomkins-Summer Co., is chaperoning "Daddy" during his stay here.

W. G. Press & Company say of the provision situation as revealed by the mid-month report on provision stocks at Chicago: "Contract lard increased 24,639 tes. for the first half of this month, which gives us about 61,000 tes. more contract lard in Chicago than at this time last year, and about 155,000 tes. more lard than on June 15, 1913. The increase in lard for the first half of June this year is not as heavy as for the first half of June in 1913, when lard increased 31,814 tes., but is somewhat heavier than in 1912, when lard increased 21,795 tes., but for the first half of June last year lard only increased 9,071 tes. About all there is to say on lard is that future prices will depend on whether or not shipping facilities will find a way to take our lard during the lard season. If our lard can get into former natural channels in the customary lard season (principally Germany) lard will advance sharply. If it cannot, it will be burdensome all fall and winter and the tremendous pig crop in sight, indicating a heavy run of hogs this winter, will still further depress the lard situation.

"Ribs increased about one million pounds, somewhat heavier than was expected. The strength shown in ribs is brought about by the heavy shipments of meats. The showing is bearish on lard and bullish on meats. The

**Arlington**  
BRAND

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**HAMS and BACON**

means quality. And when you sell goods of such high quality you gain satisfied customers.

Order thru  
B. Frankfeld & Co.,  
211 Produce Exchange, New  
York City.

**The Pure Food Products**  
of  
**John P. Squire & Co.**

boxes of meats shipped indicate probably nine to ten million pounds more meats than a year ago. While lard shipments are less, the showing is better than the previous week, about 1½ million pounds increase over the previous week."

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, June 7.....	15,871	1,326	35,427	10,374
Tuesday, June 8.....	3,082	4,009	15,529	7,384
Wednesday, June 9.....	15,402	2,703	28,188	8,308
Thursday, June 10.....	3,135	2,251	19,448	13,521
Friday, June 11.....	1,045	458	18,744	7,307
Saturday, June 12.....	166	5	10,959	4,087
Total last week.....	38,791	10,872	128,295	51,641
Previous week.....	36,751	10,068	128,704	43,491
Cor. week, 1914.....	42,509	9,233	142,572	76,879
Cor. week, 1913.....	42,950	10,385	148,170	90,127

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, June 7.....	3,353	5,091	...
Tuesday, June 8.....	549	1,201	...
Wednesday, June 9.....	2,980	13	95
Thursday, June 10.....	963	3,653	...
Friday, June 11.....	43	2,382	...
Saturday, June 12.....	...	2,090	...
Total last week.....	7,817	13	17,637
Previous week.....	8,711	1	10,985
Cor. week, 1914.....	17,341	49	13,788
Cor. week, 1913.....	15,252	43	12,807

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to June 12, 1915.....	893,634	3,541,150	1,410,213
Same period, 1914.....	1,024,727	3,079,822	2,283,353

## Combined receipts of hogs at eleven points:

Week ending June 12, 1915.....	511,000
Previous week.....	567,000
Cor. week, 1914.....	522,000
Cor. week, 1913.....	514,000
Total year to date.....	12,590,000
Same period, 1914.....	10,879,000
Same period, 1913.....	11,446,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to June 12, 1915.....	106,500	359,500	98,500
Week ago.....	101,400	411,900	101,100
Year ago.....	108,900	358,800	195,500
Two years ago.....	147,100	388,800	192,700

Combined receipts at six markets for 1915 to June 12, and same period a year ago:

	1915.	1914.
Cattle.....	2,649,000	2,570,000
Hogs.....	9,393,000	7,883,000
Sheep.....	3,908,000	5,125,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending June 12, 1915:	
Armour & Co.....	20,000
Swift & Co.....	13,500
S. & S. Co.....	9,100
Morris & Co.....	11,000
Hammond Co.....	8,000
Western P. Co.....	9,900
Anglo-American.....	6,500
Independent P. Co.....	8,400
Boyd-Lunham.....	6,100
Roberts & Oake.....	4,300
Brennan P. Co.....	6,200
Miller & Hart.....	4,100
Others.....	11,900
Totals.....	119,800
Previous week.....	129,000
Cor. week, 1914.....	131,500
Cor. week, 1913.....	142,500
Total, 1915.....	3,358,000
Total, 1914.....	2,402,700

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.70	\$7.00	\$5.75	\$9.85
Previous week.....	8.60	7.00	5.65	10.25
Cor. week, 1914.....	8.55	8.10	5.10	8.15
Cor. week, 1913.....	8.35	8.75	5.45	7.25
Cor. week, 1912.....	8.10	7.50	4.25	6.85
Cor. week, 1911.....	6.10	6.18	3.80	5.90

## CATTLE.

Steers, good to choice.....	\$7.45@ 9.50
Yearlings, good to choice.....	7.50@ 9.35
Inferior heifers.....	5.75@ 7.50
Good to choice heifers.....	5.00@ 7.00
Good to choice cows.....	5.75@ 7.19
Cutters.....	3.50@ 4.50
Canners.....	3.00@ 4.00
Butcher bulls.....	5.65@ 7.25
Bolognas.....	5.75@ 7.25
Good to choice veal calves.....	8.50@ 10.00
Heavy calves.....	7.50@ 8.50

## HOGS.

Prime light butchers.....	\$7.60@ 7.70
Fair to fancy light.....	7.60@ 7.65
Prime med. weight butchers, 240-270 lbs.....	7.55@ 7.65
Prime heavy butchers, 270-340 lbs.....	7.55@ 7.65
Heavy and mixed packing.....	7.40@ 7.60
Heavy packing.....	7.30@ 7.50
Pigs, fair to good.....	6.50@ 7.25
*Stags.....	6.50@ 7.25

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Shorn ewes.....	\$5.00@ 5.75
Shorn yearlings.....	7.00@ 7.75
Clipped wethers.....	5.00@ 6.00
Clipped lambs.....	8.50@ 9.50
Spring lambs.....	10.00@ 11.00
Bucks.....	3.75@ 5.00

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, JUNE 12, 1915.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
July.....	\$17.25	\$17.40	\$17.00	\$17.10
September.....	17.67½	17.80	17.40	17.50
LARD—(Per 100 lbs.)—				
July.....	9.55	9.55	9.45	9.47½
September.....	9.82½	9.82½	9.72½	9.75
RIBS—(Boxed, 25c. more than loose)—				
July.....	10.37½	10.37½	10.27½	10.27½
September.....	10.67½	10.70	10.60	10.60

MONDAY, JUNE 14, 1915.

PORK—(Per bbl.)—				
July.....	16.85	16.90	16.70	16.70
September.....	17.40	17.50	17.12½	17.15
LARD—(Per 100 lbs.)—				
July.....	9.45	9.45	9.25	9.27½
September.....	9.67½	9.67½	9.55	9.57½
RIBS—(Boxed, 25c. more than loose)—				
July.....	10.20	10.27½	10.12½	10.12½
September.....	10.55	10.57½	10.45	10.47½

TUESDAY, JUNE 15, 1915.

PORK—(Per bbl.)—				
July.....	16.65	16.82½	16.52½	16.72½
September.....	17.02½	17.27½	17.00	17.20
LARD—(Per 100 lbs.)—				
July.....	9.22½	9.32½	9.20	9.32½
September.....	9.52½	9.62½	9.50	9.60
RIBS—(Boxed, 25c. more than loose)—				
July.....	10.10	10.20	10.10	10.17½
September.....	10.45	10.52½	10.42½	10.50

WEDNESDAY, JUNE 16, 1915.

PORK—(Per bbl.)—				
July.....	16.80	17.07½	16.80	17.00
September.....	17.30	17.50	17.30	17.42½
LARD—(Per 100 lbs.)—				
July.....	9.35	9.50	9.35	9.47½
September.....	9.62½	9.80	9.62½	9.77½
RIBS—(Boxed, 25c. more than loose)—				
July.....	10.20	10.32½	10.20	10.30
September.....	10.55	10.65	10.55	10.62½

THURSDAY, JUNE 17, 1915.

PORK—(Per bbl.)—				
July.....	17.02½	17.07½	16.75	16.85
September.....	17.47½	17.50	17.30	17.30
LARD—(Per 100 lbs.)—				
July.....	9.50	9.50	9.40	9.45
September.....	9.77½	9.77½	9.65	9.72½
RIBS—(Boxed, 25c. more than loose)—				
July.....	10.30	10.32½	10.27½	10.30
September.....	10.65	10.67½	10.60	10.62½

FRIDAY, JUNE 18, 1915.

PORK—(Per bbl.)—				
July.....	17.00	17.12½	16.95	16.95
September.....	17.45	17.55	17.35	17.35
LARD—(Per 100 lbs.)—				
July.....	9.45	9.52½	9.42½	9.42½
September.....	9.77½	9.80	9.70	9.72½
RIBS—(Boxed, 25c. more than loose)—				
July.....	10.35	10.40	10.35	10.37½
September.....	10.67½	10.75	10.67½	10.70

†Bld. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks.....	25	@28
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	16	@18
Rib Roasts from light cattle.....	14	@15
Beef Stew.....	12	@14
Boneless Corned Briskets, Native.....	18	@18
Corned Rumps, Native.....	18	@18
Corned Ribs.....	12½	@12½
Corned Flanks.....	12½	@12½
Round Steaks.....	20	@25
Round Roasts.....	16	@18
Shoulder Steaks.....	20	@20
Shoulder Roasts.....	14	@16
Shoulder Neck End, Trimmed.....	12½	@12½
Rolls Roast.....	16	@15

## Lamb.

Hind Quarters, fancy.....	25	@28
Fore Quarters, fancy.....	18	@20
Legs, fancy.....	24	@25
Stew.....	15	@15
Chops, shoulder, per lb.....	22	@22
Chops, rib and loin, per lb.....	35	@35
Chops, French, each.....	15	@15

## Mutton.

Legs.....	13	@20
Stew.....	12½	@12½
Shoulders.....	16	@16
Hind Quarters.....	22	@22
Fore Quarters.....	16	@16
Rib and Loin Chops.....	25	@25
Shoulder Chops.....	18	@18

## Pork.

Pork Loin.....	14	@16
Pork Chops.....	18	@20
Pork Shoulders.....	12	@12
Pork Tenderloins.....	35	@35
Pork Butts.....	14	@14
Spare Ribs.....	11	@11
Hocks.....	8	@8
Pigs' Heads.....	8	@8
Leaf Lard.....	12½	@12½

## Veal.

Hind Quarters.....	18	@22
Fore Quarters.....	12½	@14
Legs.....	18	@22
Breasts.....	14	@16
Shoulders.....	16	@18
Cutlets.....	35	@35
Rib and Loin Chops.....	25	@25

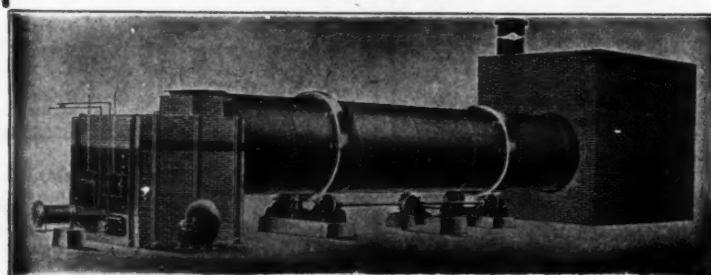
## Butchers' Offal.

Suet.....	7	@7
Tallow.....	3½	@3½
Bones, per cwt.....	75	@75
Calfskins, 8 to 15 lbs. (deacons).....	15	@15
Calfskins, under 18 lbs. (deacons).....	65	@65
Kips.....	13	@13

of the largest  
**47 PACKING COMPANIES**  
are now using  
**BREWERS & PACKERS  
SPECIAL ENAMEL**  
Hard and Smooth as Tile  
and just as Washable  
Prices Right. Ask us  
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CLEVELAND, O.

Watch Page 48  
for  
Business Chances

## DRYERS AND CONTINUOUS PRESSES

Economical Efficient  
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SAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal  
and Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.  
Send for Catalogue T. B.

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68 William St., - - New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		
Prime native steers	13	@ 13 1/2
Good native steers	12	@ 13
Native steers, medium	11	@ 12
Helpers, good	11 1/2	@ 12
Cows	11	@ 11 1/2
Hind Quarters, choice	14 1/2	@ 14 1/2
Fore Quarters, choice	12	@ 12

## Beef Cuts.

Cow Chunks	9 1/2	@ 9 1/2
Steer Chunks	10	@ 10 1/2
Boneless Chunks	12	@ 12
Medium Plates	9 1/2	@ 9 1/2
Steer Plates	9 1/2	@ 9 1/2
Cow rounds	11	@ 11
Steer rounds	13	@ 13 1/2
Cow Loins	12	@ 13
Steer Loins	10	@ 10 1/2
Beef Tenderloins, No. 1	20	@ 20
Beef Tenderloins, No. 2	21	@ 21
Strip Loins	14	@ 14
Shinloins	15	@ 15
Shoulder Clods	12 1/2	@ 12 1/2
Rolls	15	@ 15
Rump Butts	13 1/2	@ 13 1/2
Trimnings	9 1/2	@ 9 1/2
Shank	7	@ 7
Cow Ribs, Common, Light	10 1/2	@ 11
Cow Ribs, Heavy	11	@ 11
Steer Ribs, Light	14 1/2	@ 14 1/2
Steer Ribs, Heavy	14	@ 14
Loin Ends, steer, native	16	@ 16
Loin Ends, cow	15	@ 15
Hanging Tenderloins	12	@ 12
Flank Steak	15 1/2	@ 15 1/2
Hind Shanks	5 1/2	@ 5 1/2

## Beef Offal.

Brains, per lb.	6	@ 6
Hearts	6 1/2	@ 6 1/2
Tongues	17	@ 17
Sweetbreads	18	@ 18
Ox Tail, per lb.	9	@ 9
Fresh Tripe, plain	4 1/2	@ 4 1/2
Fresh Tripe, H. C.	5 1/2	@ 5 1/2
Brains	6	@ 6
Kidneys, each	5 1/2	@ 5 1/2

## Veal.

Heavy Carcass, Veal	11 1/2	@ 12
Light Carcass	13 1/2	@ 14 1/2
Good Carcass	13	@ 13 1/2
Good Saddles	17 1/2	@ 17 1/2
Medium Racks	12	@ 12
Good Racks	13	@ 13

## Veal Offal.

Brains, each	6 1/2	@ 6 1/2
Sweetbreads	24	@ 24
Calf Livers	27	@ 27
Heads, each	30	@ 30

## Lambs.

Good Cawl	17	@ 17
Round Dressed Lambs	19	@ 19
Saddles, Cawl	18	@ 18
R. D. Lamb Racks	17	@ 17
Cawl Lamb Racks	18	@ 18
R. D. Lamb Saddles	20	@ 20
Lamb Fries, per lb.	18	@ 18
Lamb Tongues, each	4	@ 4
Lamb Kidneys, each	1 1/2	@ 1 1/2

## Mutton.

Medium Sheep	12	@ 12
Good Sheep	14	@ 14
Medium Saddles	14	@ 14
Good Saddles	16	@ 16
Good Racks	12	@ 12
Medium Racks	10	@ 10
Mutton Legs	15	@ 15
Mutton Loins	10	@ 10
Mutton Steaks	9	@ 9
Sheep Tongues	2 1/2	@ 2 1/2
Sheep Heads, each	10	@ 10

## Fresh Pork, Etc.

Dressed Hogs	11	@ 11
Pork Loins	13	@ 13
Leaf Lard	10	@ 10
Tenderloins	27	@ 27
Spare Ribs	7	@ 7
Butts	11	@ 11
Hocks	8 1/2	@ 8 1/2
Trimnings	7 1/2	@ 7 1/2
Extra Lean Trimnings	12	@ 12
Tails	8	@ 8
Snouts	4	@ 4
Pigs' Feet	3 1/2	@ 3 1/2
Pigs' Heads	6	@ 6
Rib Bones	9	@ 9
Blade Meat	9	@ 9
Cheek Meat	8	@ 8
Hog livers, per lb.	2 1/2	@ 2 1/2
Neck Bones	3 1/2	@ 3 1/2
Skinned Shoulders	11	@ 11
Pork Hearts	5	@ 5
Pork Kidneys, per lb.	4	@ 4
Pork Tongues	12	@ 12
Slip Bones	5	@ 5
Tail Bones	5 1/2	@ 5 1/2
Brains	3 1/2	@ 3 1/2
Backfat	10 1/2	@ 10 1/2
Hams	14 1/2	@ 14 1/2
Calas	9 1/2	@ 9 1/2
Belies	17	@ 17
Shoulders	11	@ 11

## SAUSAGE.

Columbia Cloth Bologna	9 1/2	@ 9 1/2
Bologna, large, long, round, in casings	10	@ 10
Choice Bologna	11 1/2	@ 11 1/2

Frankfurters	12 1/2	@ 12 1/2
Liver, with beef and pork	9 1/2	@ 9 1/2
Tongue	13 1/2	@ 13 1/2
Minced Sausage	13	@ 13
Luncheon Sausage, cloth paraffine	13	@ 13
New England Sausage	13	@ 13
Compressed Luncheon Sausage	12	@ 12
Special Compressed Ham	12 1/2	@ 12 1/2
Berliner Sausage	12 1/2	@ 12 1/2
Oxford Butts in casings	15 1/2	@ 15 1/2
Polish Sausage	12 1/2	@ 12 1/2
Garlic Sausage	12 1/2	@ 12 1/2
Country Smoked Sausage	13 1/2	@ 13 1/2
Farm Sausage	11 1/2	@ 11 1/2
Pork Sausage, bulk or link	12	@ 12
Pork Sausage, short link	12 1/2	@ 12 1/2
Boneless lean butts in casings	21 1/2	@ 21 1/2
Luncheon Roll	13	@ 13
Delicatessen Loaf	10	@ 10
Jellied Roll	18 1/2	@ 18 1/2

## Summer Sausage.

Best Summer, H. C. (new)	—	@ —
German Salami (new)	23	@ 23
Italian Salami (new goods)	27	@ 27
Holsteiner	18	@ 18
Mettwurst	15	@ 15
Farmer	20 1/2	@ 20 1/2

## Sausage in Brine.

Bologna, kits	1.35	@ 1.35
Bologna, 1/4s @ 1/4s	2.20	@ 2.20
Pork link, kits	1.70	@ 1.70
Pork links, 1/4s @ 1/4s	2.50	@ 2.50
Polish sausage, kits	1.80	@ 1.80
Polish sausage, 1/4s @ 1/4s	2.60	@ 2.60
Frankfurters, kits	1.80	@ 1.80
Frankfurters, 1/4s @ 1/4s	2.65	@ 2.65
Blood Sausage, kits	1.55	@ 1.55
Blood Sausage, 1/4s @ 1/4s	2.20	@ 2.20
Liver Sausage, kits	1.55	@ 1.55
Liver Sausage, 1/4s @ 1/4s	2.20	@ 2.20
Head Cheese, kits	1.85	@ 1.85
Head Cheese, 1/4s @ 1/4s	2.20	@ 2.20

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	8.75	@ 8.75
Pickled Plain Tripe, in 200-lb. barrels	8.75	@ 8.75
Pickled H. C. Tripe, in 200-lb. barrels	11.25	@ 11.25
Pickled Ox Lips, in 200-lb. barrels	20.00	@ 20.00
Pickled Pigs' Snouts, in 200-lb. barrels	15.50	@ 15.50
Sheep Tongues, Short Cut, barrels	40.00	@ 40.00

## CORNED, BOILED AND ROAST BEEF.

		Per doz.
No. 1, 2 doz. to case	2.25	@ 2.25
No. 2, 1 or 2 doz. to case	4.25	@ 4.25
No. 3, 1 doz. to case	14.50	@ 14.50
No. 14, 1/2 doz. to case	41.50	@ 41.50

## EXTRACT OF BEEF.

		Per doz.
2-oz. jars, 1 doz. in box	2.00	@ 2.00
4-oz. jars, 1 doz. in box	5.00	@ 5.00
8-oz. jars, 1/2 doz. in box	9.50	@ 9.50
16-oz. jars, 1/2 doz. in box	17.75	@ 17.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	23.00	@ 23.00
Plate Beef	22.00	@ 22.00
Prime Mess Beef	23.00	@ 23.00
Mess Beef	22.00	@ 22.00
Reef Hams (220 lbs. to bbl.)	—	@ —
Rump Butts	25.00	@ 25.00
Mess Pork, old	19.25	@ 19.25
Clear Fat Backs	22.00	@ 22.00
Family Back Pork	23.50	@ 23.50
Bean Pork	16.75	@ 16.75

## LARD.

Pure leaf, kettle rendered, per lb., tes.	11 1/2	@ 11 1/2
Pure lard	10 1/2	@ 10 1/2
Lard, substitute, tes.	8 1/2	@ 8 1/2
Lard, compound	8 1/2	@ 8 1/2
Cooking oil, per gal., in barrels	56	@ 56
Cooks' and bakers' shortening tubs	10 1/2	@ 10 1/2
Barrels, 1/4c. over tierces, half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces.		

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-	15 1/2	@ 15 1/2
cago	15 1/2	@ 15 1/2
Cartons, rolls or prints, 1 lb.	16 1/2	@ 16 1/2
Cartons, rolls or prints, 2 @ 5 lbs.	16	@ 16
Shortenings, 30 @ 60 lb. tubs.	12 1/2	@ 12 1/2

## DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)		
Clear Bellies, 14 @ 16 avg.	12 1/2	@ 12 1/2
Clear Bellies, 18 @ 20 avg.	12 1/2	@ 12 1/2
Rib Bellies, 20 @ 25 avg.	12	@ 12
Fat Backs, 10 @ 12 avg.	10 1/2	@ 10 1/2
Fat Backs, 12 @ 14 avg.	10 1/2	@ 10 1/2
Fat Backs, 14 @ 16 avg.	11	@ 11
Extra Short Clears	12	@ 12
Extra Short Ribs	12	@ 12
D. S. Loin Backs, 20 @ 25 avg.	12	@ 12
Butts	8 1/2	@ 8 1/2
Bacon meats, 1 1/2c. more.		

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	16 1/2	@ 16 1/2
Hams, 16 lbs., avg.	16 1/2	@ 16 1/2
Skinned Hams	16 1/2	@ 16 1/2
Calas, 4 @ 6 lbs., avg.	12 1/2	@ 12 1/2
Calas, 6 @ 12 lbs., avg.	12 1/2	@ 12 1/2
New York Shoulders, 8 @ 12 lbs., avg.	13 1/2	@ 13 1/2
Breakfast Bacon, fancy	25 1/2	@ 25 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	16 1/2	@ 16 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	19 1/2	@ 19 1/2

Rib Bacon, wide, 8 @ 12, 4 @ 6 avg.	12	@ 12
Dried Beef Sats	21 1/2	@ 21 1/2
Dried Beef Insides	25 1/2	@ 25 1/2
Dried Beef Knuckles	22	@ 22
Dried Beef Outlets	19 1/2	@ 19 1/2
Regular Boiled Hams	22	@ 22
Smoked Boiled Hams	23	@ 23
Boiled Calas	17	@ 17
Cooked Loin Rolls	24	@ 24
Cooked Rolled Shoulder	17	@ 17

## SAUSAGE CASINGS.

F. O. B. CHICAGO.		
Rounds, per set	19	@ 19
Export Rounds	25	@ 25
Middles, per set	68	@ 68
Beef bungs, per piece	22 1/2	@ 22 1/2
Beef wensands	6 1/2	@ 6 1/2
Beef bladders, medium	55	@ 55
Beef bladders, small, per doz.	50	@ 50
Hog casings, free of salt	70	@ 70
Hog middles, per set	10	@ 10
Hog bungs, export	13	@ 13
Hog bungs, large, mediums	7 1/2	@ 7 1/2
Hog bungs, prime	6	@ 6
Hog bungs, narrow	3	@ 3
Imported wide sheep casings	90	@ 90
Imported medium wide sheep casings	80	@ 80
Imported medium sheep casings	60	@ 60
Hog stomachs, per piece	4	@ 4

## FERTILIZERS.

Dried blood, per unit	2.35	@ 2.40
Hoof meal, per unit	2.10	@ 2.23
Concentrated tankage, ground	2.00	@ 2.15
Ground tankage, 12%	2.17 1/2	@ 2.17 1/2 and 10c.
Ground tankage, 11%	2.17 1/2	@ 2.17 1/2 and 10c.
Ground tankage, 9 and 20%	2.15	@ 2.15 and 10c.
Crushed tankage, 9 and 20%	1.95	@ 1.95 and 10c.
Ground tankage, 6 1/2 and 30%	16.00	@ 16.50
Ground raw bone, per ton	24.00	@ 25.00
Ground steam bone, per ton	21.00	@ 22.00
Unground tankage, per ton less than ground	50c.	

## HORNS, HOOF AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	175.00	@ 200.00
Hoofs, black, per ton	22.00	@ 24.00
Hoofs, striped, per ton	25.00	@ 28.00
Hoofs, white, per ton	33.00	@ 35.00
Flat shin bones, 40 lbs. av., per ton	68.00	@ 70.00
Round shin bones, 38-40 lbs. av., per ton	70.00	@ 75.00
Round shin bones, 50-52 lbs. av., per ton	75.00	@ 85.00
Long thigh bones, 90-95 lbs. av., per ton	80.00	@ 90.00
Skulls, jaws and knuckles, per ton	24.00	@ 26.00

## LARD.

Prime steam, cash	9.30	@ 9.30
Prime steam, loose	8.55	@ 8.55
Leaf	8.50	@ 8.50
Compound	7 1/2	@ 7 1/2
Neutral lard	10 1/2	@ 10 1/2

## STEARINES.

Prime oleo	8 1/2	@ 8 1/2
Tallow	8	@ 8 1/2
Grease, yellow	5 1/2	@ 5 1/2
Grease, A white	6 1/2	@ 7

## OILS.

Oleo oil, extra	10 1/2	@ 10 1/2
Oleo oil, No. 2	9 1/2	@ 9 1/2
Oleo stock	9	@ 9
Neatsfoot oil, pure, bbls.	65	@ 70
Acidless tallow oils, bbls.	62	@ 64
Corn oil, loose	55	@ 55

## TALLOW.

Edible	6 1/2	@ 7
Prime city	6 1/2	@ 6 1/2
Prime country	6 1/2	@ 6 1/2
Packers' prime	6 1/2	@ 6 1/2
Packers' No. 1	6	@ 6 1/2
Packers' No. 2	4 1/2	@ 4 1/2

## GREASES.

White, choice	6 1/2	@ 6 1/2
White, "A"	6	@ 6 1/2
White, "B"	5 1/2	@ 5 1/2
Bone	5 1/2	@ 5 1/2
Crackling	5 1/2	@ 5 1/2
House	4 1/2	@ 4 1/2
Yellow	5	@ 5 1/2
Brown	4	@ 4 1/2
Glue Stock	5	@ 5 1/2
Garbage grease	4	@ 4 1/2
Glycerine, C. P.	21	@ 22
Glycerine, dynamite	15	@ 16
Glycerine, crude soap	15	@ 16
Glycerine, candle	16	@ 17

## COTTONSEED OILS.

P. S. Y., loose	45	@ 45 1/2
P. S. Y., soap grade	45	@ 45 1/2



# Retail Section

## GUARDING MEAT FROM THE HEAT.

A few simple precautions that will aid the housewife in keeping meat untainted in hot weather are outlined by the United States Department of Agriculture. It is, of course, common knowledge that the higher the temperature, the quicker meat will spoil, but the family's supplies are not absolutely at the mercy of the thermometer. Ice and cleanliness are two great weapons of defense.

For many families a refrigerator is obviously out of the question, but it is perhaps better to have no refrigerator at all than a neglected one. Merely to wash it out occasionally does little good; it should be thoroughly scalded at frequent intervals, in particular the drain. This, if overlooked, is apt to harbor fungous growths, which may spread to the food.

On one occasion a man applied to the Department of Agriculture because he had found a joint of beef placed in his refrigerator had turned a peculiar bright red. Upon examination it was ascertained that the meat was covered with a peculiar fungous growth due entirely to the condition of the refrigerator. Growths of this kind do not always advertise themselves so prominently, and there may be much evil in an ice box that the eye cannot detect.

If the refrigerator drain is not thoroughly cleaned, moreover, it is likely to become choked, the water is not carried off quickly enough and little pools are left standing in the interior. Dampness is one of the conditions most favorable to bacterial growth. An ice box in this state will not protect food long. It is, in fact, a wise precaution to wipe the interior of a refrigerator every day with a dry cloth.

The temperature of the average refrigerator is higher than most persons suppose, and in those households where a regular supply of ice is not obtainable a cool cellar, a spring house or the depths of a well may serve somewhat the same purpose. On farms where there is an ice house, the meat may be placed in some form of closed retainer and buried in the ice.

In any event, the meat must be carefully screened from flies. The danger from infection from these pests has been pointed out many times, but familiarity breeds contempt, and they still persist. The fly not only does the meat itself no good, but it may readily deposit upon it some infection, which is carried in turn by the meat into the human system. Some flies will deposit their eggs on the meat and these in a short time will become maggots and the meat is "fly-blown."

Much sickness that is popularly ascribed to ptomaine poisoning or to bad food in general is really caused in some such way as this. The meat or food, in itself perfectly wholesome, acts merely as a mechanical carrier for the germs which cause the trouble. Some of these sorts come from the human intestine, and their presence is a sure indication that filth is present, even if the amount is too small to be seen.

Filth of this kind may be carried by dust, but it more often comes from soiled hands.

One might wish that every kitchen could have the sign found in some well-managed food factories: "When you leave the room for any purpose, wash your hands before you return to work."

Germs which grow in foods and cause illness grow very rapidly, particularly if the food is a little warm, and are not destroyed unless the food is well cooked before serving. Simply "warming up" is not enough, as was found in a case if illness recently reported after eating some warmed-up creamed vegetable.

Certain kinds of food—creamed chicken, or custard, or warm vegetables, for example—are excellent culture mediums for bacteria which may have been introduced into them by accident. For this reason it is a safe rule to have as short a time as possible intervene between the preparation of food and its consumption. Broth is another excellent medium, and in consequence should be drained off if it is intended to keep the meat for any length of time before serving. If the broth is used also, it should be boiled thoroughly first. All food, cooked or uncooked, should be kept in a clean, cool place in order to reduce the danger of infection to a minimum.

When meat must for any reason be kept for unusually long periods of time, or when the conditions are unusually unfavorable, scalding may be resorted to advantageously. Dropping the meat into boiling water for a few minutes will not seriously affect its flavor when it ultimately appears upon the table, and it will put it in a much better condition for keeping. It is important, however, that it be dipped in a large body of boiling water. If only a small amount of water is used, the introduction of the meat will lower the temperature to such an extent that the whole process becomes worthless.

With such meats as veal or pork, which are always—or ought to be—cooked until thoroughly done, the precaution can be carried further and the joints partially cooked before being stored away. Care should be taken, however, to see that the re-cooking is thoroughly done.

Hot weather also calls for additional precautions on the part of the housewife in regard to canned products. Once these have been opened and exposed to the air, they spoil as quickly—if not more quickly—than fresh food. The contents of a can should, therefore, be disposed of without delay. In no event should they be left in the can after it has been opened, but should be used at once, unless the housekeeper wishes to "air" the canned material, which some believe is desirable. If this is done, the can contents should be transferred to a clean earthen or glass dish and put away for an hour or two in a cool place, where dust will not reach it.

## SUNDAY CLOSING IN ALTON, ILL.

The City Council, of Alton, Ill., has passed an ordinance compelling all butcher shops to close from midnight Saturday to midnight Sunday. The ordinance was enacted through the efforts of the Alton Retail Butchers' Association.

## NEW YORK STATE BUTCHERS.

The annual convention of the New York State Master Butchers' Association was held this week at Niagara Falls. The attendance was large, and the interest was close throughout. The sessions of this body are held behind closed doors. Resolutions were adopted reaffirming the stand of the Association against the Sunday opening of butcher shops, and emphatically protesting against attempts made in the State legislature to amend the law so as to permit such Sunday trading. Other action of importance to the trade was also taken.

Officers elected for the ensuing year were as follows:

President—Charles Grismer, Brooklyn.

Vice-presidents—Henry J. Schaad, Rochester; Henry Hoffman, Utica; John J. Smith, Troy; Herman Kirschbaum, New York; Charles M. Kalb, Buffalo.

Recording secretary—Wm. H. Hornidge, New York.

Financial secretary—Philip Storminger, New York.

Treasurer—Frank J. Balthaser, Buffalo.

Retiring president—Philip J. Keller, of Niagara Falls, was elected a delegate to the national convention which meets at San Francisco in August.

## LOCAL AND PERSONAL.

James Smoley and Richard Petty have opened a meat market in Coffeyville, Kan., to be known as the City Meat Market.

A meat market will be opened in the new building now being erected by the Hetzler Bros., on Broadway, Columbia, Mo.

A branch meat market will be opened at Main and Bergen streets, Hackensack, N. J., by the National Beef Company.

F. H. Williams is having a building erected on Canisteo street, Hornell, N. Y., in which he will open a meat market.

William Henegan's butcher shop in La Porte, Texas, has been destroyed by fire.

W. Y. O'Neil has sold his meat and grocery market in Waterbury, Vt., to B. A. Campbell.

A new butcher shop has been opened on West Main street, Bridgeport, W. Va., by L. Donley and Harry Clemens.

E. J. Lehman has repurchased the meat market in Sidney, Ill., which H. H. Hardyman bought from him several months ago.

A meat and grocery market known as the West Side Lincoln Highway Market, corner of Raynor avenue and Granite street, Mattison, Ill., has been opened by M. C. Bartling, president of the Mattison Business Men's Association.

Engel's Meat Market in the Husband Building, Main street, Edwardsville, Pa., has been opened for business.

The following officers were elected by the Retail Butchers and Meat Dealers of Houston, Texas: W. J. Wade, president; Abe Litowich, vice-president, and C. L. House, secretary and treasurer.

M. Laird's meat market on Commerce street, Ashdown, Ark., has been purchased by J. L. Read.

C. E. Lewis and W. J. Fox have purchased the Country Store, a meat and grocery market in Lafayette, Ind.

John Bullock's meat market at 606 East Jefferson street, Dallas, Texas, has been destroyed by fire.

The T. H. Butcher Company, of Battle Creek, Mich., has sold out its shoe business but will continue in the meat business.

The Spokane Meat & Poultry Company has moved from S109 Jefferson to W18 Main avenue, Spokane, Wash.

J. Soffa has purchased the New Meat Market in Marcus, Wash., from T. T. Maynard.

F. H. Allen has opened in Havelock, Neb., as the Chain Grocery & Meat Company.

L. R. Ryan has opened in the meat and grocery business at Aurora, Neb.

Elmer Conn has purchased the meat market of Martin Bros., at Beatrice, Neb.

Mr. Holton has purchased the meat business of Bert Hodgman, at Lacota, Mich.

Leonard Bros. have engaged in the meat business at Boyne City, Mich.

T. G. Stacey has opened up a new butcher shop in Port Huron, Mich.

R. L. Bocock has purchased the meat and grocery business of J. O. Roper, at 500 Boxel street, Los Angeles, Cal.

LeVant Newton has succeeded to the meat business in Freeport, Mich., of Newton & Corson.

Harry Cummings and Harley Ravenroft have purchased the market of Ed. Gruver's, at Union Mills, Ind.

Maurice Weinhausen, for many years engaged in the meat business at 2271 Seventh avenue, New York, N. Y., died at his home No. 2228 Seventh avenue. He is survived by his widow, a son and a daughter.

Benton D. Smith, a meat dealer of Tully, N. Y., has been discharged from bankruptcy.

At a meeting of the Grocers', Butchers' and Bakers' Association, La Porte, Ind., the following were elected as officers for the ensuing year: E. R. Moore, president; L. V. Oglesby, vice-president; M. Wolf, treasurer, and H. R. Klocksien as secretary.

John H. Schmenner, a butcher who has conducted a stall in the Lexington Market, Baltimore, Md., for over thirty years, died at his home No. 4009 Main avenue, Forest Park, after a short illness from pneumonia. Mr. Schmenner was born in Baltimore fifty years ago. He is survived by one son and one daughter.

Costello & Hall have opened their new meat market in Ewing, Neb.

Frank Taylor has sold his interest to Henry Tunbery in their meat market at Tekamah, Neb.

Bert Rasher has purchased an interest in a meat market in Belvidere.

John McCune has disposed of his meat market in Glenville, Neb., to M. Brown.

A meat and grocery business has been opened at Cottage Grove, Wis., by G. W. Gilbert.

The Boehm meat market at Woodward, Okla., has been purchased by L. I. Longfellow.

A grocery department will be added to the meat market in Madill, Okla., conducted by J. M. Scott.

John Owen has opened a meat market in Oskaloosa, Kansas.

John and William Kennedy will open a

meat market in the Lambeth Building, Moran, Kans.

L. A. Griswold has purchased a half interest in the meat market at Canton, Kansas, conducted by L. L. Miller.

A meat market will be opened at 8 East Oak street, Fort Scott, Kansas, by Steinman & Steinman, of Iola, Kansas.

Bert Campbell is now the proprietor of the meat market in Alton, Kansas, formerly conducted by Bruce Conn.

A petition in bankruptcy has been filed against Konrad Etter, a butcher, at 113 Amsterdam avenue, New York, N. Y.

The meat market owned by Albin Gets, at 1 West 34th street, Minneapolis, Minn., has been destroyed by fire.

A petition in bankruptcy has been filed against the New Premier Market, Inc., at No. 2121 Broadway, New York, N. Y.

The meat market in La Porte, Texas, owned by Bush and Baker, has been destroyed by fire.

The City Market at Vancouver, B. C., has been opened for business, with H. A. Edgett as manager.

The Municipal Market building at Juarez, Mexico, with contents, has been destroyed by fire. The market covered an entire block and cost \$20,000.

Robert D. Laird's grocery and meat store at East State street and East Clinton avenue, Trenton, N. J., has been damaged by fire to the extent of \$500; partially covered by insurance.

Extensive alterations are being made in the slaughterhouse of Peter Diamon's, on the Cobb road near Riverton, Portland, Maine.

Sebastian Oefftering's meat and grocery market at 1341 Madison avenue, Indianapolis, Ind., has been destroyed by fire.

Hans Slira, a butcher, died last week at his home in Brooklyn, N. Y. Mr. Slira was born in Germany forty-two years ago and is survived by his widow and two daughters.

Dwight M. Cook, age 79, a well-known retired provision dealer, died at his home, 27 High street, Chicopee Falls, Mass., from heart trouble.

N. R. Copp has sold his meat market on Berwick street, Berwick, N. H., to Arthur O. Randall.

Louis F. Feierabend, for many years associated with his father in conducting a meat market at 357 Main street, Poughkeepsie, N. Y., has purchased the C. W. Wright Market at 13 Garden street, Poughkeepsie.

#### BOGUS CHECK LAW IN NEBRASKA.

Nebraska now has a law, passed by the last legislature, which makes it an intent to defraud to pass a check which check the maker knows is not covered by sufficient funds in the bank. This will stop the practice in that state of persons giving worthless checks on a bank where they may have just a small balance and which come back to the merchant marked "not sufficient funds."—Inter-State Grocer.

#### BUTCHER GIRLS IN LONDON.

The butcher boy's job is threatened. Butcher girls in smart frocks have made their appearance in London, and daughters are even helping their fathers in the shop. Master butchers in the East End have girls to go the rounds, and at Hampstead and Finchley they are to be seen delivering meat on bicycles.—London Meat Trades Journal.

#### ACCOUNTING SYSTEM FOR DEALERS.

The University of Minnesota has perfected a simple system of accounting and bookkeeping for retailers and general merchants which is to be used in connection with a "correspondence course" in merchandizing for the smaller class of retailers. The course is offered in 12 lessons and the cost is \$6.

#### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, June 17.—Quotations on green and sweet pickled meats, f. o. b. Chicago loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13 $\frac{3}{4}$ c.; 10@12 lbs. ave., 13 $\frac{1}{2}$ c.; 12@14 lbs. ave., 13 $\frac{1}{4}$ c.; 14@16 lbs. ave., 13 $\frac{1}{8}$ c.; 18@20 lbs. ave., 12 $\frac{3}{4}$ @13c. Sweet pickled, 8@10 lbs. ave., 13 $\frac{3}{4}$ c.; 10@12 lbs. ave., 13 $\frac{1}{2}$ c.; 12@14 lbs. ave., 13 $\frac{1}{4}$ c.; 14@16 lbs. ave., 13 $\frac{1}{8}$ c.; 18@20 lbs. ave., 12 $\frac{3}{4}$ @13.

Skinned Hams—Green, 14@16 lbs. ave., 13 $\frac{3}{4}$ c.; 16@18 lbs. ave., 13 $\frac{1}{2}$ c.; 18@20 lbs. ave., 13 $\frac{1}{4}$ c.; 22@24 lbs. ave., 13 $\frac{1}{8}$ c. Sweet pickled, 14@16 lbs. ave., 13 $\frac{1}{2}$ c.; 16@18 lbs. ave., 13 $\frac{1}{4}$ c.; 18@20 lbs. ave., 13 $\frac{1}{8}$ c.; 22@24 lbs. ave., 12 $\frac{5}{8}$ c.

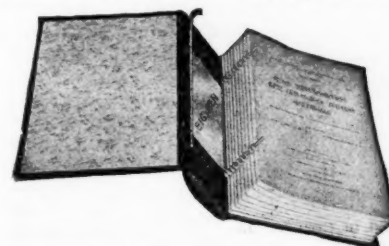
Picnic Hams—Green, 5@6 lbs. ave., 10 $\frac{3}{4}$ c.; 6@8 lbs. ave., 9 $\frac{3}{4}$ c.; 8@10 lbs. ave., 9 $\frac{1}{2}$ c.; 10@12 lbs. ave., 9 $\frac{1}{4}$ c. Sweet pickled, 5@6 lbs. ave., 10 $\frac{3}{4}$ c.; 6@8 lbs. ave., 9 $\frac{3}{4}$ c.; 8@10 lbs. ave., 9 $\frac{1}{4}$ c.; 10@12 lbs. ave., 8 $\frac{7}{8}$ c.

Clear Bellies—Green, 6@8 lbs. ave., 17 $\frac{1}{4}$ c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15c.; 12@14 lbs. ave., 13 $\frac{1}{2}$ c.; 14@16 lbs. ave., 12 $\frac{3}{4}$ c. Sweet pickled, 6@8 lbs. ave., 16c.; 8@10 lbs. ave., 15c.; 10@12 lbs. ave., 13 $\frac{3}{4}$ c.; 12@14 lbs. ave., 12 $\frac{1}{2}$ c.; 14@16 lbs. ave., 11 $\frac{3}{4}$ c.

#### SAVE YOUR NATIONAL PROVISIONER.

How often have you wished to refer to an article or an item of trade information or some valuable trade statistics in some back copy of The National Provisioner, only to find that copy lost or mutilated? You will be glad to know that we have succeeded at last in securing a really practical binder. You can now have your Provisioner in the form of a handsomely bound book ready to refer to at any time.

The new binder is the simplest made. The binding is as simple as sticking papers on an



ordinary file. Each binder holds 26 copies of The National Provisioner, or an entire volume. The binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handy addition to your library.

By special arrangement with the manufacturers we can furnish you with this binder for only one dollar. Merely send us your name and address. Simply say: "Send me your binder. I enclose \$1." The binder will be sent promptly, all charges prepaid.

# New York Section

A bankruptcy petition has been filed against Konrad Etter, butcher, at No. 113 Amsterdam avenue, by various creditors, and John L. Lytle has been appointed receiver.

Swift & Company's sales of beef in New York City for the week ending June 12, 1915, averaged as follows: Domestic beef, 12.30 cents; imported beef, 11.12 cents per pound.

The plan to spend \$400,000 on a central public market in Newark has been vetoed by Mayor Raymond, who evidently considers economy more important than giving way to the recent free market fad.

Maurice Weinhausen, for many years engaged in the butcher business in this city, at No. 2271 Seventh avenue, died at his home, No. 2228 Seventh avenue, this week. He is survived by a widow, a son and one daughter.

A petition in involuntary bankruptcy was filed against the New Premier Market, Inc., 2121 Broadway, New York City, on June 11. John L. Lytle was appointed receiver. Leon Dashew is attorney for receiver and petitioning creditors.

In the matter of L. H. Lang, bankrupt, of 524 Westchester avenue, a first meeting of creditors will be held at the office of Referee Willis, 82 Beaver street, on June 25, at noon. The creditors' committee urges the appearance personally or by representative of each creditor before the referee, as business of importance to creditors will be transacted at this meeting.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, June 12, 1915: Meat.—Manhattan, 11,684 lbs.; Brooklyn, 14,965 lbs.; Queens, 154 lbs.; total, 26,803 lbs. Fish.—Manhattan, 32,512 lbs.; Brooklyn, 12,910 lbs.; The Bronx, 2,180 lbs.; Queens, 173 lbs.; total, 47,775 lbs. Poultry and Game.—Manhattan, 7,737 lbs.; Brooklyn, 75 lbs.; total, 7,812 lbs.

The trial of the wrapped meat case against Armour & Company at Yonkers was completed this week. This involves the legality of the state law requiring the marking of net weights on containers. The packers' contention is that ham and bacon coverings are not containers, but only wrappings, and that net weight marking is not required, as well as being commercially impracticable. W. C. Kirk, of Chicago, and Francis A. Winslow, of New York, represented the packers. Time was given for filing briefs. This will be made a test case.

There should be no fear among meat men of an ice shortage. According to Harold W. Cole, Secretary of the Natural Ice Association of America, the manufacturing plants in New York City are capable of overcoming the shortage of 300,000 tons in the natural crop from the Hudson River, and, as ice can

be produced in these plants at a cost of \$1.00 a ton, exclusive of overhead charges, he says prices will not be increased this year. The mechanical ice-making plants of the city have an all-year daily output of 12,035 tons, exclusive of the product of private plants.

Heller, Hirsh & Co., the old-established fertilizer house, at No. 62 William street, with branches at Chicago, St. Louis and Baltimore, which recently went into bankruptcy, has filed schedules showing liabilities of \$230,617 and assets \$721,063. The assets consist of accounts, \$424,753; stocks and bonds, \$279,600; notes, \$8,000; cash, \$3,660, some of which is on deposit in court in Germany; merchandise, \$2,000, and membership of Chicago Board of Trade and New York Produce Exchange, \$3,050. Among the creditors are Joseph H. Schmaltz, Chicago, \$55,000, secured; Stein, Hirsh & Co., \$20,000, secured; Bank of America, \$12,000; Market & Fulton National Bank, \$24,477; Badische Co., \$14,820; Isidor Heller, Chicago, \$15,000; Mrs. Bertha Heller, \$27,284, and Bernard Hirsh, \$10,000, secured.

## NEW YORK FIGHTS TRADING STAMPS.

A new fight against trading stamps and profit-sharing coupons was launched this week when merchants of this city met at 200 Fifth avenue to organize a retail branch of the American Fair Trade League. The league, which includes prominent merchants all over the country, already has organized the wholesalers of the city. In inaugurating the present campaign it is following the lead of the American Publishers' Association, the Marshall Field Corporation and the National Dry Goods Association, all of which recently declared they would not handle goods in which stamps or coupons were packed.

"If the policy of our Legislature is to protect the manufacturer against unfair competition and the consumer against arbitrary prices and absolute monopoly, it should also be its duty to control the output of the valueless commodity known as trading stamps and profit-sharing coupons," declared Charles Recht, who, as a delegate, will represent the Yorkville Merchants' Association. The West Side Retail Merchants' Association and the New York County Pharmaceutical Association, the members of which comprise more than three hundred business and professional men.

A resolution will be presented before the meeting by Mr. Recht for the rejection of trading stamps, profit-sharing coupons and any other premiums on the ground that they are undesirable and unethical. He will show that the argument advanced in former years by the distributors of premiums that stamps and coupons act as an incentive to bigger business, no longer holds good.

An effort will be made by the league to have the Stevens bill so amended as to regulate and control profit-sharing stamps and coupons. This bill, which is now before the Committee of Interstate and Foreign Commerce, aims to permit merchants and manufacturers to agree on prices so as to do away with the cut price menace in retail trade.

## SWIFT EMPLOYEES ANNUAL OUTING.

The sixth annual outing of the Swift & Company employees' Benefit Association was held at Witzel's Grove, College Point, Long Island, last Saturday, June 12. The attendance was at least 1,800 and it was one of the most pleasantly successful of these events, which have been held from year to year, until now they have become an important institution. Vice-President W. H. Noyes of Swift & Company, of New York, General Manager George J. Edwards, of New York, and other officials were in attendance, and Chairman L. C. Sullivan of the general committee handled all arrangements as smoothly as he runs the Swift provision department.

The Iron steamboat Sirius carried about 1,500 of the picknickers from Manhattan to the grove; the balance came by other boats, railroad, trolley and auto. Many Swift managers were noticed driving their own cars; Al Hallenbeck of Thirteenth Street Market was especially conspicuous for his expert shofering. Manager Ed Fetterly, of the East Side plant, had charge of music, entertainment and the general direction of the athletic events. As a publicity promoter he was the usual success.

The athletic events were run off promptly and smooth, with G. M. Trautman as starter, and John Cruse as clerk of the course. The judges were J. Boyle, J. Smith, H. Jones, E. F. Howes and A. K. Lytle. The fat men's race created some excitement; Tom Kidd was a starter, but threw a shoe at the quarter and was sent to the blacksmith shop for repairs. Bill Harrington thought he had the golf driving contest cinched, but he was left at the post; two dark horses won. The baseball game between New York and Jersey City was the best ever played; it ended at dark with a 0 to 0 tie. It will be played off later.

The dinner was served at 3 o'clock, and was the finest yet offered, the Swift beef and chicken being especially fine. Dancing followed and the fun continued until 7 in the evening, when the boat returned with the crowd. The result of the games was as follows:

One Hundred Yard Dash.—First prize, pearl scarf pin, H. Graber; second prize, gold vest chain, G. Telfer.

Fat Men's Race.—First prize, set military brushes, M. Heath; second prize, gold cuff links, J. O'Brien.

Ladies' Potato Race.—First prize, solid gold pendant chain, Miss Costello; second prize, gold plated zephyr alarm clock, Mrs. Barbara Howe.

Fifty Yard Dash, Boys (under 12 years).—First prize, Ingersoll junior watch, H. Taylor; second prize, jack knife, Geo. McInerney.

Fifty Yard Dash, Girls (under 12 years).—First prize, brass desk clock, Edna Spies; second prize, jewel case, Helena Oerter.

Throwing Baseball (Ladies).—First prize, solid brass desk set, Mrs. B. Howe; second prize, solid gold watch pin, Miss L. Costello.

Golf Driving Contest.—First prize, one club, Mr. Lawrence; second prize, golf balls, Mr. Kenearly.



**MEAT PRODUCTS IN HOT WEATHER.**

(Concluded from page 20.)

his care, supervising it carefully when packing and shipping for delivery to customer or consumer, can lend valuable assistance in delivering of the product in first-class condition to the consumer.

The salesman in turn by his co-operation can add to the standing of the products by the supervision he will give them in the stores, on the counters and in the coolers or storage boxes of the dealers. It is absolutely necessary that the care required to prepare this product ready for shipment must continue on to the consumer.

It is unreasonable to suppose that the dealer who carries his lard in an open barrel, or in a large can exposed to the dust and climatic conditions, will deliver his product to the consumer in as good condition as the man who takes care of this by keeping it neatly covered in the store and in a cool place, free from climatic influences and bad odors.

What is true of his lard is more particularly true of the fresh meat. Every salesman, by a little interest in these products, can soon educate the dealer to give the product the attention it should have, occasionally calling his attention to the features that he notices among the dealers that will have a tendency to injure the keeping quality of the product.

**Dealers Appreciate Salesman's Interest.**

This interest in time will not only be appreciated by the dealer, but will result in keeping the product that you are selling in better condition.

When the dealer sees a salesman taking this interest in his product, he begins to appreciate what the attention and care means to the product. He will appreciate all the more the interest the packer takes in seeing his product cared for, and in time will not only develop a trade that will call for the product, but will find that in handling of the products in this manner he makes it more valuable, satisfies his customers and enables him to ask and obtain a better price for the product.

The sympathy and co-operation of the selling end of the organization is absolutely necessary to the operating, not only to dispose of the product after it is manufactured, but to create a demand for it and establish the name and quality.

It must be remembered that the operating can only be responsible for the product up to and until the time it leaves the packing-house. As stated before, it is a perishable product, and the better the quality—the more juicy and tender the meat, the more appetizing the flavor and the milder the cure—the shorter keeping the quality of this product is, and the greater the necessity for proper care in the handling.

[EDITOR'S NOTE.—This very interesting discussion of the matter of handling perishable meat products so that they will reach the dealer and consumer in the most attractive condition is from the pen of a recognized authority in the manufacturing end of the packing business. Insistence upon co-operation between the operating and selling ends of the business is what is making much of the success of big packing concerns today. Mr. O'Hern's views will be read with interest by every wideawake packer and sales manager. They are taken from the June issue of "Armco," the Armour house magazine.]

**HIDE AND SKIN MARKETS.**

(Concluded from page 30.)

now firmly held at 22c. for heavy, 21½c. for light, 21c. for extremes, although not many



**T**HIS emblem is more than a trade-mark device. It stands for the experience, ability and business integrity of a long established house. So that any article upon which it appears is not merely offered for sale; it is meant to give service. And that every J-M Product shall give this service fully and permanently, is the whole meaning of J-M Responsibility.

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J-M Hair Felt J-M Packings  
J-M Mineral Wool J-M Waterproofing Materials  
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	Louisville	Philadelphia	

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Junes have been sold so far. Colorados moved to the extent of 25,000 or more mostly May salting at 21½c., pretty well cleaning up the Mays. Junes are now held firm at 21c. There are a few earlier salting firmly held at 19c. for February-March, and 20c. for April. Heavy native cows sold to the extent of about 5,000 June salting at 24c. and more are offered on this basis. One of the packers cleaned up about 3,000 March at 20½c. There are still some late March-April-May unsold firmly held at 23½c. Offers at less declined. May and June very firm at 24c. About 5,000 May salting light native cows brought 23½c., and 10,000 to 15,000 Junes at 24c. There are still a few April-Mays that are held at 23½c. together, while May and June are firm at 24c., and packers' views are at least one cent more for July and later. The only trading in branded cows was about 2,000 April-Mays at 20c. Most of the packers are talking firm at 21c. for May and June, although comparatively few previous to June are unsold. Native bulls were one of the big leaders, as some 14,000 July to December, inclusive, were sold at 20c., while another packer cleaned up 6,000 to 8,000 at a basis of 18c. for January to July 1, and 19c. for July 1 to January 1, 1916. Branded bulls moved to the extent of about 2,000 February to June, inclusive, semi-southern points at 16½c., southern points late salting are firmly held at 17½c.

**Boston.**

The market is strong in spite of the quiet condition of the finished leather trade. The strength, however, is chiefly on late take-off and the packer lines. Ohio buffs are offered at 18 to 18½c. with 19c. asked for later selections, short hair and free of grubs. Extremes are quoted at 19 to 20c. Packer hides are bringing a 20 per cent. advance over the winter take-off, and country dealers are enthusing over this and boosting their prices. Southerns are firm at collection points. Ordinary lots are offered at 16½ to 17c., with northern and abattoirs ½ to 1½c. higher. The calfskin market is spotty. Some of the larger buyers are practically out of the market, and those who are buying are very particular about their lots. The finished leather market shows an improvement, and under normal buying would quickly clean out all spot stocks. Prices show no change, and sales are not frequent or large enough to really establish a market. We quote 4 to 5 pounds at \$1; 5 to 7 pounds at \$1.35 to \$1.40; 7 to 9 at \$2, and 9 to 12 at \$2.35.

**New York.**

**DRY HIDES.**—The opening of the week was quiet for dry hides. Later on tanners were showing more interest on basis of last selling prices of 27c. for Central Americans. These negotiations resulted in sale of about 30,000 hides at the end of the period under review. In this sale were involved mainly Puerto Cabello and La Guaira, and the selling price is given at 28½c. Stocks on hand, without taking into consideration the above mentioned sale, comprise 167,400 hides and kips, against 12,430 at the same time last year.

**WET SALTED HIDES.**—Sales of Mexicans in smaller lots comprised for the past week about 5,000 hides at 17 to 17½c., according to quality; one lot of 3,000 Vera Cruz hides sold at 17c. The tendency for these descriptions is firm with slight advances for the better grades and the Havana packer hides. The South American market is reported to be strong with an advancing tendency with sales of 16,000 Frigorificos Montevideo 20½c., and 10,000 Campana at 22c.

**CITY PACKER HIDES.**—Business on packer hide market continued to be active and strong. Sales for the period under review comprised: 2,000 butt branded, April-May kill, at 19½c.; 3,000 butt branded, June kill, at 20½c.; 2 cars butt branded and Colorados, May kill, at 20½c.; 4 cars native steers, January, February and March kill, at 19c.; 1,000 bulls, March and early April kill, at 17½c. The market is firm for bull hides, for which a bid of 19c. for June kill forward to the end of the year has been rejected, the seller asking 19½c. Buyer of summer spreadies offered 26½c., which was paid about a week ago; bid declined, seller quoting 27½c. June native steers were quoted 24½c.

**COUNTRY HIDES.**—Market very strong. Leading tanner ready to buy at limit of 17¼ to 18c. selected for the eastern states hides, and has bought at these prices and less carloads about ½c. lower. A sale of 1,500 small packer cows was made at 21½c. for April-May kill. There is an increased demand for hides 55 lbs. and up. Bulls quoted up to 19c. selected. Southern states hides offered 16½ to 17½c. according to quality, but tanners, receiving these offers, declined them.

**CITY CALFSKINS.**—Market stronger owing to increased inquiry, especially for the light skins. A lot of 4,500 skins sold at \$1.60 for 5@7 lbs.; \$2.17½c. for 7@9 lbs., and \$2.57½c. for 9@12 lbs. Quotations partly 5c. above these figures.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$8.40@9.50
Poor to fair native steers.....	6.90@8.25
Oxen and stags.....	5.50@8.00
Bulls.....	4.75@7.25
Cows.....	3.50@6.75
Heifers.....	5.00@7.50
Good to choice steers one year ago.....	7.90@9.00

## LIVE CALVES.

Live veal, fair, per 100 lbs.....	7.00@ 9.75
Live veal, calves, skim milk.....	—@—
Live calves, mixed, per 100 lbs.....	@ 6.50
Live veal, calves, culls, per 100 lbs.....	—@—

## LIVE SHEEP AND LAMBS.

Live lambs, choice.....	9.00@10.75
Live lambs, culls.....	@ 7.00
Live sheep, yearlings.....	6.00@ 8.00
Live sheep, good.....	4.50@ 5.50

## LIVE HOGS.

Hogs, heavy.....	@ 8.15
Hogs, medium.....	@ 8.15
Hogs, 140 lbs.....	@ 8.15
Pigs.....	@ 8.15
Roughs.....	@ 8.15

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	13 @13½
Choice native light.....	13½ @14
Native, common to fair.....	12½ @13

### WESTERN DRESSED BEEF.

Choice native heavy.....	12½ @13
Choice native light.....	12½ @13
Native, common to fair.....	@12
Choice Western, heavy.....	@12½
Choice Western, light.....	@12
Common to fair Texas.....	11½ @12
Good to choice hewers.....	11½ @12
Common to fair hewers.....	@11
Choice cows.....	@11
Common to fair cows.....	@10½
Fleshy Bologna bulls.....	10½ @11

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	15½ @16	@16
No. 2 ribs.....	14½ @15	@15
No. 3 ribs.....	13 @14	@14
No. 1 loins.....	15½ @16	@17
No. 2 loins.....	14½ @15	@16
No. 3 loins.....	13 @14	@15
No. 1 hinds and ribs.....	@15	@15½
No. 2 hinds and ribs.....	@14½	14½ @15
No. 3 hinds and ribs.....	@14	14 @14½
No. 1 rounds.....	12½ @13½	@13½
No. 2 rounds.....	12 @12½	@13
No. 3 rounds.....	11½ @12	@12½
No. 1 chucks.....	@11	@12
No. 2 chucks.....	@10½	@11
No. 3 chucks.....	@ 9½	@10½

## DRESSED CALVES.

Veals, city dressed, good to price, per lb.....	@17
Veals, country dressed, per lb.....	@15½
Western calves, choice.....	14½ @15½
Western calves, fair to good.....	14 @14½
Grassers and buttermilks.....	@12

## DRESSED HOGS.

Hogs, heavy.....	@10½
Hogs, 180 lbs.....	@10½
Hogs, 160 lbs.....	@11
Hogs, 140 lbs.....	@11½
Pigs.....	@11½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@20
Lambs, choice.....	@19
Lambs, good.....	@18
Lambs, medium to good.....	@17
Sheep, choice.....	@14
Sheep, medium to good.....	@13
Sheep, culls.....	@11

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@17
Smoked hams, 12 to 14 lbs. avg.....	@16½
Smoked hams, 14 to 16 lbs. avg.....	@16½
Smoked picnics, light.....	@13
Smoked picnics, heavy.....	@12

Smoked shoulders.....	@12
Smoked bacon, boneless.....	@18
Smoked bacon (rib in).....	@17
Dried beef sets.....	@28
Smoked beef tongue, per lb.....	@22
Pickled bellies, heavy.....	@14

## FRESH PORK CUTS.

Fresh pork loins, city.....	@17½
Fresh pork loins, Western.....	@16
Frozen pork loins.....	@14
Fresh pork tenderloins.....	@25
Frozen pork tenderloins.....	@22
Shoulders, city.....	@13
Shoulders, Western.....	@11½
Butts, regular.....	@12½
Butts, boneless.....	@15½
Fresh hams, city.....	@17
Fresh hams, Western.....	@15
Fresh picnic hams.....	@10

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.....	\$70.00 @ 75.00
Flat shin bones, avg. 40 to 45 lbs. per	
100 pcs.....	60.00 @ 65.00
Black hoofs, per ton.....	@ 30.00
Striped hoofs, per ton.....	@ 40.00
White hoofs, per ton.....	65.00 @ 70.00
Thigh bones, avg. 85 to 90 lbs. per	
100 pcs.....	85.00 @
Horns, avg. 7½ oz. and over, No. 1's.....	@200.00
Horns, avg. 7½ oz. and over, No. 2's.....	@100.00
Horns, avg. 7½ oz. and over, No. 3's.....	@ 75.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	11 @13c. a pound
Fresh cow tongues.....	10 @11c. a pound
Calves' heads, scalded.....	53 @60c. a piece
Sweetbreads, veal.....	25 @75c. a pair
Sweetbreads, beef.....	@30c. a pound
Calves' livers.....	@25c. a pound
Beef kidneys.....	@12c. a piece
Mutton kidneys.....	@10c. a piece
Livers, beef.....	10 @12½c. a pound
Oxtails.....	9 @10c. a piece
Hearts, beef.....	7 @ 8c. a pound
Rolls, beef.....	@30c. a pound
Tenderloin beef, Western.....	30 @40c. a pound
Lambs' fries.....	@10c. a pair
Extra lean pork trimmings.....	@12½c. a pound
Blade meat.....	@12½c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 3
Suet, fresh and heavy.....	@ 5½
Shop bones, per cwt.....	@35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@1.00
Sheep, imp., medium per bundle.....	@80
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@30
Hog, American, free of salt, tes. or bbls.,	
per lb., f. o. s. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, middles.....	@11
Beef rounds, domestic, per set, f. o. b. Chi-	
cago.....	@19
Beef rounds, export, per set, f. o. b. New	
York.....	@26
Beef hungs, piece, f. o. b. New York.....	@23
Beef middles, per set, f. o. b. New York.....	@71
Beef middles, per set, f. o. b. Chicago.....	@68
Beef weasands, per 1,000, No. 1s.....	@ 6½
Beef weasands, per 1,000, No. 2s.....	@ 3

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	21½	23½
Pepper, Sing., black.....	14½	16½
Pepper, Penang, white.....	20	22
Pepper, red.....	21	24
Allspice.....	5	7
Cinnamon.....	16	20
Coriander.....	4½	6½
Cloves.....	19	22
Ginger.....	14	17
Mace.....	62	66

## SALTPETRE.

Crude.....	—@—
Refined.....	15 @15½

## GREEN CALFSKINS.

No. 1 skins.....	@ .24
No. 2 skins.....	@ .22
No. 3 skins.....	@ .13
Branded skins.....	@ .17
Ticky skins.....	@ .17
No. 1 B. M. skins.....	@ .21
No. 2 B. M. skins.....	@ .19
No. 1, 12½-14.....	@2.70
No. 2, 12½-14.....	@2.50
No. 1 B. M., 12½-14.....	@2.45
No. 2 B. M., 12½-14.....	@2.35
No. 1 kips, 14-18.....	@3.05
No. 2 kips, 14-18.....	@3.25
No. 1 B. M. kips.....	@2.25
No. 2 B. M. kips.....	@2.15
No. 1, heavy kips, 18 and over.....	@3.75
No. 2, heavy kips, 18 and over.....	@3.50
Branded kips.....	@2.05
Heavy branded kips.....	@2.20
Ticky kips.....	@2.20
Heavy ticky kips.....	@2.85

## DRESSED POULTRY.

### FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-	
picked.....	@18½
Western boxes, 36 to 42 lbs. to doz., dry-	
picked.....	@17
Fowl—bbls.—	
Western dry-pkd., 4-4½ lbs.....	@17
Southern and S. W., dry-pkd., avg. best.16	@17
Other Poultry—	
Old Cocks, per lb.....	@12
Squabs, prime, white, 10 lbs. to doz. per	
doz.....	@3.50

## LIVE POULTRY.

Chickens, broilers, nearby choice.....	@26
Fowls.....	@15½
Roosters, old.....	@ 9½
Ducks, L. I. Spring.....	@18½
Turkeys, mixed hens and toms.....	@13
Geese, per lb.....	@11

## BUTTER.

Creamery, extras (93 score).....	@28½
Creamery, higher (scoring lots).....	28½ @29½
Creamery, Firsts.....	27 @27½
Process, Extras.....	24½ @25
Process, Firsts.....	23½ @24

## EGGS.

Fresh gathered, extras.....	22 @23
Fresh gathered, extra firsts.....	20½ @21
Fresh gathered, firsts.....	19 @20
Fresh gathered, seconds.....	17½ @18½
Fresh dirties, No. 1.....	16½ @17
Fresh chex, good to choice.....	15½ @16½

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Concentrated tankage, Chicago.....	2.00 @ 2.15
Bone meal, steamed, per ton.....	21.00 @ 22.00
Bone meal, raw, per ton.....	@28.00
Hoof meal, per unit, Chicago.....	2.10 @ 2.25
Dried blood, West, high grade, fine,	
f. o. b. Chicago, prompt.....	2.35 @ 2.40
Dried blood, f. o. b. New York.....	2.45 @ 2.50
Nitrate of soda—spot.....	2.32½ @ 2.35
Bone black, discard, sugar house del.	
New York.....	@21.00
Dried tankage, N. Y., 11 to 12 per	
cent. ammonia, f. o. b. New York.....	2.60 and 10c.
Tankage, 11 and 12 p. c. f. o. b.	
Chicago, prompt.....	2.20 and 10c.
Garbage tankage, f. o. b. New York.....	@ 7.00
Fish scrap, dried, 11 p. c. ammonia	
and 15 p. c. bone phosphate, de-	
livered, Baltimore.....	nom@3.10 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos-	
phate, c. i. f. Charleston and New	
port News.....	3.15 and 10c.
Wet, acidulated, 7 p. c. ammonia per	
ton, f. o. b. factory (35c. per unit	
available phos. acid).....	nom@2.70 and 35c.
Sulphate ammonia gas, for shipment,	
per 100 lbs., guar., 25%.....	3.20 @ 3.25
Sulphate ammonia gas, per 100 lbs.,	
spot, guar., 25%.....	3.20 @ 3.25
So. Carolina phosphate rock, ground,	
per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
So. Carolina phosphate rock, undried,	
f. o. b. Ashley River, per 2,400 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

